

DISTRIBUTION AND WAREHOUSING



The Business Paper of the Warehouse Industry

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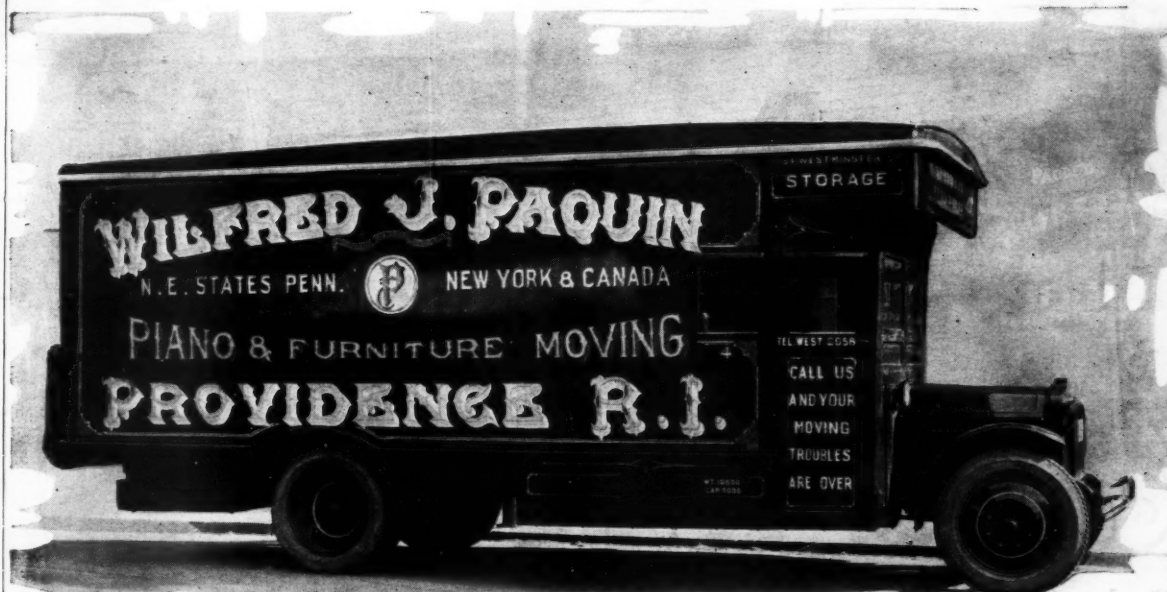
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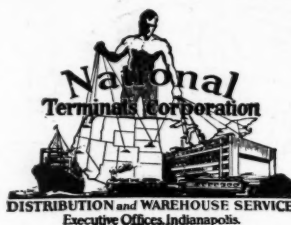


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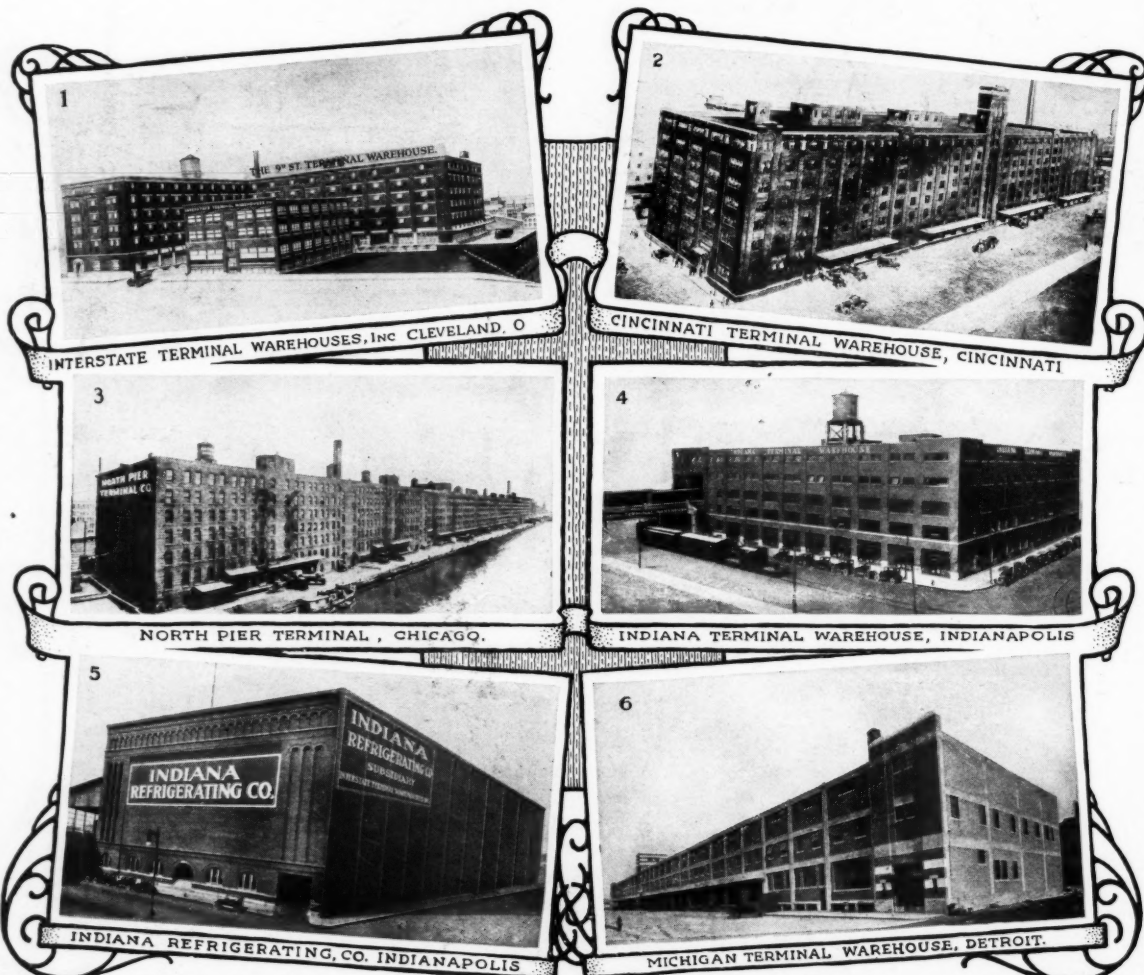


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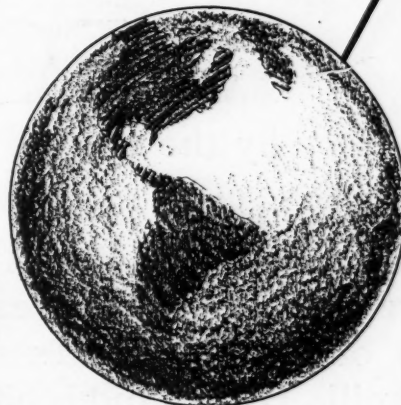
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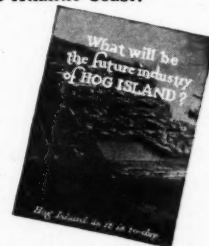
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DISTRIBUTION & WAREHOUSING

THE BUSINESS PAPER OF THE WAREHOUSE INDUSTRY

Volume 24

NEW YORK, SEPTEMBER, 1925

No. 9

Public Warehousing and Economic Distribution

Number 6

Financing the Factory Through Custodian Warehousing

By H. A. HARING

THE type of warehousing that is now known as "custodian warehousing" has been variously denominated. It is in many sections of the country spoken of as "field storage," but this name is ambiguous because we commonly think of "field" as a part of a farm and to call this type of warehousing by the word "field" conveys the idea of a corncrib, possibly of the manner the Government used during the war to warehouse some of its supplies merely by piling them in the center of a large field. It suggests, too, the way whiskey was warehoused at Bimini in 1919-1920—just stacked on the docks and along the streets open to rain and sun without so much as a tarpaulin to protect it.

"Custodian warehousing" is not storage out-of-doors. There does exist at Baltimore and at the port of New York, and at New Orleans and scores of other cities, a commercial storing of goods in the open. The railroads in their tariffs quote rates for such storage. And the Treasury Department maintains, a semi-bonded or fictitious-bonded service for imported merchandise when thus stored in the open at port cities.

Storage of this sort, however, is properly called "yard and ground storage." It applies to structural steel, pig iron and iron ore railroad ties and accessories, telephone and telegraph poles either of steel or wood, rosin and

turpentine, phosphate rock and oil in barrels, lumber, and other materials which do not deteriorate seriously and which at the same time are either very bulky or very heavy.

The term "field storage" becomes, therefore, highly unsatisfactory. This statement is increasingly true for the reason that this type of warehousing has recently received fresh impetus. The two years of 1922 and 1923 brought greater development to custodian storing than all the years that preceded, and 1924 continued the growth, with every indication that use will become more prevalent. The need of exact wording is therefore apparent.

Properly speaking, this type of storage is "custodian warehousing." It is officially so termed by the Chicago Board of Trade. The Federal Reserve Board has also accepted this word, and following this leadership, banks have fallen into the habit of insisting on this word. It is to be hoped that "custodian" will supplant "field" as warehousemen use the expression, to the end that consistency of use will remove uncertainty of meaning.

By "custodian warehousing" is meant the storing of goods on the premises of the owner but guarded by an authorized custodian who alone controls the property. The owner should have no more access than a stranger—no more than he does to the Custom House bonded warehouse.

Public Warehousing and Economic Distribution

Originated with Agriculture

CUSTODIAN warehousing seems to have begun in the South and Southwest, where storages were for a long time quite inadequate for the cotton and grain at time of harvest. The roads leading to the cotton compress were for miles jammed with wagons, while for grain there were no local elevators. The grower felt the need of cash against the crop. If he sold, he could not make prompt delivery; if he borrowed, he could not offer a warehouse receipt.

As the grower could not bring his farm produce to a warehouse that did not exist, the warehouse principle was projected to the plantation. The cotton and the grain were put into some sort of house by themselves, on the grower's plantation. Some individual was put in charge as custodian for protection of the purchaser or the loaning bank. The commodities were thus not removed from the farm but the grower surrendered absolutely the control of his property.

Out of this procedure has grown the law of custodian warehousing. The custodian assumes responsibility for the goods as bailee:

1. By formally signing a lease with the farm or factory owner for a portion of his premises or a building thereon.
2. By appointing a resident agent or occupant, other than the owner of the goods, as warehouse agent and authorized guardian of the building and its contents. The custodian regularly—
3. Obtains insurance against the usual hazards, often also for "mob, riot and incendiary" risks, the latter being most frequently used with leaf-tobacco storage.

Farm produce, thus placed under responsible custodianship, with these three safeguards properly installed, is acceptable as bank collateral with nearly the same readiness as when stored in public warehouses and it is good delivery to the ordinary purchaser of such commodities.

During the war this type of warehousing received tremendous expansion, due to the lack of railroad transportation. It has continued to grow since that period, sometimes due to railroad paralysis and sometimes because the slump in prices has driven owners to borrow against goods which they were unwilling to sell at the market price.

Enforced "Dumping" Is Prevented

THIS method of storing is now accepted as one of the sluice-gates to hold back the high flood of crops. Custodian storing also eases off the demand for railroad cars at crop-moving time. Thus the period of moving to market is extended and the pressure for cars is

thinned out. Demoralized and enforced "dumping," in order to realize cash on the crop, is stayed.

The custodian warehouse principle has thus created for grower and for banker or purchaser a common token of value. The custodian warehouse receipt becomes a document of genuine credit, without excessive expense to the farmer and without great risk to the banker or purchaser.

The crisis in agriculture in 1921 further extended the practice. Crop growers everywhere sought higher prices, which means they sought to withhold

The Field Warehouse and Financing

THE advantages which accrue, to the manufacturer, by utilizing a relatively little known form of public storage—called custodian or field warehousing—are explained in Mr. Haring's text herewith—the sixth of his series of articles on the general subject: "Public Warehousing and Economic Distribution."

By custodian warehousing is meant the storing of goods on the premises of the owner but with the goods guarded by an authorized custodian who, representing a public warehouse company, controls the property. Such goods, properly safeguarded by the warehouse company, are acceptable by banks as collateral for loans.

Mr. Haring's text is one of the finest expositions of custodian warehousing that has ever been written in relation to financing, transportation and the law and will give traffic and sales managers a new insight into the subject of the advantageous use of warehouse receipts.

from market until prices should become higher. At the same time they had pressing needs of cash. Many times they were unwilling to pay the charges of commercial warehouses at their local stations. Often, had they been willing, warehouse and elevator capacity did not exist. The custodian principle has, accordingly, in the past four years received a new impetus, more in the grain-growing States beyond the Mississippi than in the Southwest.

The legislative sessions of 1921 and 1923 brought queer law-making in custodian warehousing. Five States (Idaho,

Iowa, Missouri, Montana and Nebraska) attempted to legislate the impossible.

Under one guise or another four of these States enacted bills to make the farm-owner his own custodian. These laws followed two of the three established legal requirements for custodian warehousing.

1. They set aside a building on the farm as the "warehouse."
2. They provided that insurance must be procured and the policies lodged with proper official. But,
3. They tried the impossible when they attempted, through elaborate legal fiction, to appoint the farmer his own custodian. The owner of the goods was made his own warehouseman, trustee for his own property.

In every instance some State or county official was to come to the farm and measure the crop; he was to seal the "farm warehouse" and put upon its door a placard of warning; he even issued a so-called "warehouse receipt" which described the contents of the "warehouse." When this official had done all these very proper things, he went away leaving the owner in charge.

The expected happened. Only one of the five States ever tried to put its half-baked law into operation: Iowa did issue a few warehouse receipts of this character and three or four of them (possibly more) were accepted by banks as collateral.

In Montana, the official named to execute the new law said to me:

"The farm storage warehouse act has not been put into effect in this State owing to the banks' refusal to take the storage tickets as collateral."

The corresponding official of another State said:

"Bankers do not trust farmers. They have too often mortgaged their wheat and corn, and then bled the granary or robbed themselves."

These State-systems of custodian warehousing fell flat, in a word, because the custodian was a fiction. The gentleman last quoted made the remark: "Bankers do not trust farmers." He might have used "manufacturers" instead of "farmers," or any other grouping, because the psychology of those laws was all wrong.

The fundamental principle of warehousing is that goods are entrusted to a third party for safe keeping.

To constitute a man trustee for himself, or guardian for himself, or jailer for himself, is ridiculous. To make him warehouseman for himself is equally futile. It contradicts, in fact, one of the principles of the warehouse receipts laws, which, everywhere I believe, require that if the warehouseman has an

(Continued on page 10)

For Traffic and Sales Managers

A Series of Articles

By H. A. Haring

On the Economies to Be Derived by Distributing Commodities Through Public Warehouses

BEGINNING with the April issue, *Distribution & Warehousing* commenced publication of a series of articles, written from the national shipper's viewpoint on some phase of the commercial warehouse system of routing goods from factory to retailer and consumer.

This new series will continue during the coming months and will give traffic and sales managers information on public warehousing that has never before been assembled in any publication.

The first article, in the April number, pointed out "Savings in Cartage Costs as Made Possible by Judicious Selection of Warehouses."

The second article, in the May issue, told "How Staggering of Stocks by Shippers Will Cut Down Cost of Taxation."

The third article, in the June number, pointed out "How Warehousing the Goods Promotes Continuous Factory Operation."

The fourth article, in the July issue, discusses "Public Warehousing as a Safeguard Against Moral Risks."

The fifth article, in the August number, considered "Advertising Warehoused Stocks so as to Increase Sales and Develop Business Now Being Missed."

The sixth article, beginning on page 7 of this September issue, tells about "Financing the Factory Through Custodian Warehousing."

In following issues, although not necessarily in the order as here set down, will appear articles which may be summarized as follows:

7. How Warehoused Stocks Have Saved Markets When the Factory Has Burned or Been Seriously Crippled.

8. How Public Warehousing of Goods Costs Less Than Private Branch Storerooms.

9. The Savings From Low Insurance Rates of Public Warehouses.

10. Illustrations of How Spot Stocks in Public Warehouses Can Save a Market.

11. Examples of Financing the Factory

Through Warehoused Stocks, Especially Where the Factory Has Failed to Get at Home All the Bank Aid It Needs.

12. How Spot Stocks in Public Warehouses Help Sales Distribution, Cut Down Sales Expense, Increase Mobility of Goods, Increase Sales, Etc.

13. Examples of Where Public Warehousing Costs Less Than Private—Based On Experiences of Distributors.

The Author:

H. A. Haring has for two years been investigating all phases of public warehousing and has interviewed hundreds of traffic and sales representatives of national distributors and many public storage executives. He is recognized as an authority on the subjects of the series which he is writing for *Distribution & Warehousing*.

Mr. Haring's articles will be a comprehensive "Outline of Distribution With Relation to Public Warehousing."

*Those Who Do Not Receive Distribution & Warehousing Regularly
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Printed Beyond Actual Requirements*

A subscription—price, \$2—commencing with the January, 1925, issue will bring you the 1925 Warehouse Directory, published as part of that number

Public Warehousing and Economic Distribution

(Continued from page 8)

interest in the goods he must so state in the receipt.

The Lesson from These Laws

THE readers of *Distribution & Warehousing* are not, primarily, interested in agricultural warehousing, but this rather lengthy story of custodian warehousing in agriculture has been deliberately inserted. It carries a lesson for every custodian warehouseman—a lesson, too, which others have learned to their sorrow.

Custodian warehousing becomes effective only when the custodian is really, actually, in control of the goods. The owner must be effectively excluded.

A Chicago bank called a loan of \$275,000 where it had information that the custodian had loaned the key to the owner of the goods who "had forgotten his overcoat" and wished to go for it in a hurry.

The borrower begged. He also proved that no tampering had occurred.

"I don't doubt it a bit," agreed the banker, "but unless we can trust the custodian to keep you out of the house we have no security."

It was insisted that the loan be paid—and it was, with considerable loss to the borrower.

A Wichita banker related to me that he refused to accept a certain local warehouseman as custodian for the broom-corn farmers.

"He was doing a nice business in that way," ran the explanation, "but he was too careless. He simply would not remember to put the keys in his safe. The seat of his Ford was a litter of them. When a buyer told us he never felt safe of his broom until it was moved, we thought it was time to call a halt."

The warehouseman therefore who expects to build up business as custodian must observe the same precautions that he does in his own warehouse: restrict the owner's access to the goods.

Little Things to Watch

FIFTEEN years ago one of the United States Circuit Courts rendered a decision that "A company engaged in warehousing the owner's goods on the premises of the owner does not maintain a warehouse in a proper sense, because it has no exclusive and unequivocal possession of the goods, and therefore receipts issued by such a company are invalid as warehouse receipts."

The years since 1910, when that decision was given, have modified this dictum as relates to the words "exclusive and unequivocal possession of the goods." Court after Court has attested the validity of the receipt issued by a warehouseman who maintains proper custody of the goods.

It is highly important, however, that "the premises are actually turned over to the lessee under a *bona fide* lease, the lessee having entire custody and control of the goods."

Here lies the essential element of custodian warehousing. There shall be no uncertainty as to who is responsible, and, all the time, that person shall be true to his trust.

A Court in the State of Washington once ruled that "A warehouse company which merely stores the goods of another company in a room or shed on the premises of the latter company, the whole scheme being a device by which the bank is furnished negotiable warehouse receipts as collateral, can not be said to be engaged in 'storing goods for profit' and,

ingly sanctions custodian receipts as acceptable collateral.

The Board authorizes the Reserve Banks to rediscount loans thus secured, specifying only that "control of the goods must be separated from ownership in fact as well as in form." The Board specifically permits a manufacturer, as an example, to organize a subsidiary concern to do its custodian warehousing, provided that control of the subsidiary is independent of the parent company.

The Federal Reserve Board emphasizes and repeats the caution to bankers that it must "be expressly understood and agreed that the borrower shall not have access to the premises except with the permission of the warehouseman and under his direction and that the owner shall exercise no control of any sort over the goods against which the warehouse receipts are issued."

It further directs that if at any time the owner makes any attempt "to exercise control over the warehouse" the loaning bank "should have the right to remove the goods and place them in storage elsewhere at the expense of the warehouse corporation."

When these few fundamentals are met it is the ruling of the Board that "custodian certificate or receipt, if issued in proper form to convey or secure proper title, may be treated as a warehouse receipt within the meaning of the Federal Reserve Act."

On the Trading Exchanges

AT Chicago the Board of Trade has extended the custodian principle for commodities traded over that market. Ordinarily, delivery in order to be valid over that exchange must be in the form of warehouse receipts of approved elevators or warehouses. These are known as "regular" grain warehouses, "regular" provisions warehouses, etc.

For various reasons, which will not here be given, the Board of Trade installs its own custodian in elevators or warehouses which are not "regular." The grain or pork or linseed oil thus under custodian control becomes at once "good delivery" on contracts.

An employee of the Board of Trade, as custodian, assumes absolute control of the storing and delivery, and it is interesting to read the regulations (for grain elevators) where it is stated that "it shall be the duty of the custodian at the close of each day to seal the engine, shipping bins and other bins, or to adopt any other measures which are necessary to prevent the removal of grain or other commodities from such elevator during the absence of such custodian."

At Milwaukee the Chamber of Commerce has what corresponds to a custodian department for trading at that market, and at Cincinnati the Hay &

The Warehouse Receipt as Collateral

THE Federal Reserve Board, Mr. Haring points out, unhesitatingly sanctions custodian receipts as acceptable collateral. Reserve Banks are authorized by the Board to rediscount loans thus secured, specifying only that "control of the goods must be separate from ownership in fact as well as in form." In other words, the custodian certificate or receipt, if issued in proper form to convey or secure proper title, "may be treated as a warehouse receipt within the meaning of the Federal Reserve Act."

Why this is so, and how the system operates, is here told.

therefore, is not a 'warehouseman' as defined by the Uniform Act."

Here is another pitfall, rather technical but hiding real danger. The custodian warehouseman must see to it that he is engaged in "storing goods for profit." He must, in order to be acting lawfully, charge a reasonable fee for the service. He should not render the custodian service as an accommodation even for a company whom he would willingly accommodate in other matters.

Custodian Receipts Are Collateral

THE Federal Reserve Board has given quite a bit of attention to this phase of the warehousing industry. With the single exception of cotton warehousing, that Board has given more attention to custodian warehousing than to any other single feature of the warehouse receipt as a commercial document.

The Federal Reserve Board unhesitat-

Public Warehousing and Economic Distribution

Grain Exchange through its custodian department controls the major part of the hay entering that market.

How It Applies to Manufacturing

CUSTODIAN warehousing thus began with the farm. For products of the farm it has received wide development. It has, too, grown into the realm of manufacturing, where the same causes have operated.

The manufacturer has wished to realize something of the intrinsic value of his goods during the time they are unsold on his hands. He is at times hampered by transportation difficulties, particularly in some lines. Car shortages and embargoes play havoc with marketing plans.

With a few types of manufacturing custodian warehousing is generally followed, while with others it is absolutely unknown.

Canned goods, automobiles, silk goods, flour and sugar, constitute the bulk of custodian merchandise. A few warehousemen make a specialty of this business, and their neighborhoods abound in use; elsewhere custodian warehousing is positively unknown either to warehousemen or their patrons.

Perhaps no better example can be cited than of the concerns which pack canned goods. The system is the same for vegetables in Maryland, salmon in Washington, fruits in California. The canneries must pay cash for their material from the growers. They must, within a few weeks, lay out almost the entire cost of their year's business, although sales will spread over fifty-two weeks.

Borrowing is, of course, required, and yet only the strongly financed canneries can do this borrowing without pledging the new crop as it is canned.

The time of the "packing" is, however, exactly the time of harvesting the fresh fruit or vegetables for market. This is often the time when local railroads are straining to furnish cars and move to market the flood of green or fresh produce from that very district. And yet the canneries, being often at rural locations, had no choice but to demand of the overburdened railroads, cars for their packed goods. Unless these could be moved to warehouses in a neighboring city, the cannery would be unable to finance his plant. Thus, to haul the canned goods at the identical time with fresh produce imposed a hardship on all parties. Even if the canned portion was to be moved but a short distance for warehousing the result was the same. Cars were required.

In the world of freight traffic the term "dead transportation" is applied to shipments of this nature—from farm or factory to nearby warehouses. Economically considered, "dead transportation" is sheer waste for the reason that the

neighboring warehouse is in no sense a distributing center. It does not serve for spot service stocks near the ultimate market. It merely serves to render the goods available for credit purposes. The transportation, in such instances, is a total loss of the expense for freight, as also for all the handling and boxing.

Resort to custodian warehousing, at the cannery, relieves the railroads of this "dead transportation." The owner is saved the costs.

With canned goods, moreover, peculiar conditions bring added advantages to custodian warehousing at the cannery. Labeling is usually postponed until the goods are sold, in order that the label

ceipts for the goods, which, of course, are insured. These receipts become bankable collateral.

This example, from a very common industry, illustrates what custodian warehousing does for the manufacturer. As rapidly as commercial value is created by fabricating the raw material, it is set aside under guardianship of a warehouseman. His receipt, with the essential safeguards, transforms the goods into liquid form. The goods cease to be "dead" merchandise awaiting sale but may be transmuted into capital for the business.

The automobile makers are unquestionably the largest users of custodian warehousing. The seasonal nature of their selling is well known. During the winter and spring they seize every available building for this purpose—fair grounds and exposition buildings as far west from Detroit as Chicago and as far south as Cincinnati; unoccupied live-stock sheds at Chicago stock yards; vacant factory buildings over four or five States; piers of summer resorts; merry-go-round sheds, picnic sheds, dance floors, pavilions, etc., at the beaches; anything anywhere, everything everywhere, that will house an automobile, is converted into a custodian warehouse.

The manufacturers, in addition, have erected on their own premises large warehouses for the same purposes—warehouses to which the proprietor of the factory has no access.

The purpose is everywhere the same: to secure a valid warehouse receipt for use with the banks.

Custodian Warehousing Is Growing

SAID a Philadelphia maker of road machinery: "The auto makers gave us an eye opener. We used to struggle along, begging our banks for larger credits and paying ruinous insurance for road rollers and rock crushers in our plant storagehouse. The banks were worried and I was scared half to death for fear something would happen. We surely ran an old-fashioned business till the auto fellows showed us."

He was at the time showing a fire-proof warehouse within a block of the factory. He continued:

"But everything comes here since we learned the trick. Half our made-up goods gives us all the money we ever need to borrow."

A paint manufacturer gives another slant on custodian warehousing when he relates:

"I remember when a little fellow couldn't break into the paint and varnish business. He never could get the capital to carry him. Paint factories are awful fire risks. The insurance companies won't give the little fellow full protection, and the banks daren't. I'll never

Some Potential Business

THE public merchandise warehouseman will be, equally with the manufacturer, interested in what Mr. Haring here sets down regarding custodian or field storage. Without question the average warehouseman little understands this branch of the business—as evidenced by letters of inquiry which *Distribution & Warehousing* has received in the past.

The question as to why custodian warehousing is not more generally used is quickly answered, Mr. Haring points out—and the answer is: "Not advertised."

"By 'advertising,'" he says, "is meant not only printed copy but also all the total of circularization, correspondence, selling talk when soliciting business, etc. Many warehousemen have neither told their banks nor their prospects about custodian warehousing."

Does that suggest new business for the warehouseman?

may accord with the purchaser's wishes, his private brands, etc. With canned goods, if the goods have been boxed they must be unboxed in order to receive their labels and then reboxed for shipment. The cannery has a distinct need, therefore, for its pack to remain at the cannery, uncased and unlabeled until sold.

Under custodian warehousing a warehouse company takes a lease for a portion of the cannery or a separate building close to the plant. At all events a proper structure is isolated from the cannery—this is the first essential. Access is barred to the owner. Within this space the warehouseman stores the pack of the cannery, issuing warehouse re-

Public Warehousing and Economic Distribution

forget my own years and years of starved development when I knew all the time I could make a go of it, but I was crimped for money. They step a faster pace these days. All a young concern has to do is to build a safe warehouse and hand over the key to a professional warehouseman. The bank'll lick his hand: Liberties aren't any better collateral."

A vice-president of a New York bank, who is in charge of manufacturing credits, makes the statement:

"If ever they muck-rake the banks they'll run me in for being in cahoots with the warehousemen. Already today I have recommended to two of our clients to cut their storages off from the factories and get a warehouseman to operate them. I've probably done the same every day since I came to this desk. I'm strong for warehousing goods that we take on for loans, and where the factory wants to hold them at the plant I'm in favor of bringing in the warehousemen to hold the bag. To me, a warehouseman as custodian ranks right along with an attorney or a certified accountant: he sees to it that things are done as they should be."

The Custodian Helps Borrowers

THE maker of road machinery, already quoted, used the expression "half our made-up goods gives us all the money we ever need to borrow." A Moline manufacturer once voiced the same thought when he remarked of the custodian principle, "It's a bolster to tottering credit."

In those two cryptic comments we have the purpose of custodian warehousing.

In other warehousing, storage of the goods is the primary object. This purpose may be seconded by desire to accumulate spot stocks, to save freight, to even out factory operation, etc. But with custodian warehousing none of these enters. Custodian warehousing does not remove the goods from the premises of the owner. It merely brings the protection of a public warehouse to the factory or the farm—it is done chiefly and always for credit purposes.

Why all this fuss? The answer runs to three words:

Bankers like it.

Borrowers all have the same experience with borrowing. For a time the general credit of the borrower is sufficient. As long as his loans are only a small proportion of his assets, no difficulty is encountered. When, however, loans begin to run high, as they do during the months of peak "manufactured goods inventory," hesitation enters the banker's O.K. of the loan. He suggests personal indorsement of the directors—"some security that won't burn with the plant"—warehouse receipts, assignment of accounts receivable, and the like.

If the borrower is a factory that regularly warehouses its product as a part of general policy, warehouse receipts are easily obtained to support the loan. Other manufacturers can readily cover by installing a warehouse custodian at the plant.

The custodian's warehouse receipt offers the bank much of the specific security of the public warehouse itself:

1. The custodian warehouse is a separate building in which no manufacturing processes are permitted. It takes a lower rate of insurance than the same warehouse under factory operation. Lower insurance is far more important than the saving in dollars, important though that may be. Low insurance connotes little risk of fire; high rates mean hazards.

2. Whatever goods are turned over to the custodian become at once segregated property. By the very fact of coming into control of the warehouseman the goods are separated from the general assets of the factory. The custodian's receipt sets off the corresponding goods as a lot distinct of themselves—not merged with other goods, not included in the factory's inventory along with other raw and manufactured materials, and not covered by the factory's general insurance. The custodian carries his own insurance for the custodian goods—sound values, fully insured, new goods of most exactly determined value.

The bank that loans on such goods has all the protection of loaning on any warehoused stock. Its security is definite, tangible, certain. It is not involved in the business of the borrower either as a going concern or as one destroyed by fire.

3. The custodian's receipt assures that the goods are beyond lien, attachment, service by process, etc., identically as with what is stored with the public warehouseman. If the custodian is lawfully installed, under a *bona fide* lease of the premises and with absolute control of the goods, and if he shows integrity to his trust, the receipt is valid in the law. It is thoroughly acceptable to the banks, as already shown by the rulings of the Federal Reserve Board.

For borrowing, this feature is inestimable in value. Where it is advisable to use custodian warehousing the loaning bank gains everything it can ask in the way of complete protection.

"Said to Contain"

THE custodian warehouse receipt has, for the banker, a further advantage over the merchandise warehouse receipt. It is possible to eliminate what in some quarters is regarded as the greatest weakness of the merchandise receipt: the custodian's certificate omits such phrases as "said to contain," "order and condition unknown," and "described as or said to be."

The weakness of the ordinary warehouseman's receipt for collateral is that on its face it carries notice that the goods may possibly not be as described. This arises from a condition rather well known to patrons of warehouses but nonetheless banks find it a difficulty.

The warehouseman is liable under the law for mis-description of the goods, under this section:

"A warehouseman shall be liable to the holder of a receipt . . . by the failure of the goods to correspond with the description thereof in the receipt. . . . If, however, the goods are described in a receipt by a statement of the marks or labels upon them, or upon packages containing them, or by a statement that the goods are said to be goods of a certain kind, or that the packages containing the goods are said to contain goods of a certain kind, or by words of similar purport, such statements, if true, shall not make liable the warehouseman issuing the receipt."

The warehouseman is responsible for what he asserts in his receipt as, of course, he should be. It is also quite impossible for him to know the contents of unbroken packages. He trusts the statement of the depositor, and for the receipt that is to go to unknown hands the warehouseman protects himself from endless liability by inserting in the receipt only what he does know—that is, the description of the packages as packages, not their contents. Of the contents he asserts "said to contain," or similar wording.

Only thus can the warehouseman save himself from guaranteeing the contents of unbroken cases. His receipt, accordingly, gives no warranty of the contents or their condition. The receipt merely repeats the owner's representations as to contents, with an "alibi" for the warehouseman in the qualification "order and condition unknown," etc.

With custodian warehousing all these uncertainties disappear. The custodian is in position to know, beyond question of any sort, the full nature of the goods covered by his certificate. Canned goods, as one example in custodian control, are ordinarily stacked in the cans but not boxed; other commodities are similarly handled. The custodian deals not in packages but in goods.

Custodian warehouse receipts, therefore, give full warranty of the goods. The unequivocal statement becomes a guaranty, much as would the certificate of official grader for grain or cotton.

It is only natural, accordingly, that banks will loan a high percentage of value against receipts of custodian nature. The custodian receipt gets rid of the greatest weakness of the merchandise

receipt in just this particular, a particular, too, which looks far larger to the bank that loans than to the warehouseman who issues the receipt.

Why Not More Used?

ONE Detroit warehouseman has, for six years, done an extensive business as custodian warehouseman. Talks with three other warehousemen of that city revealed to me that they "never heard of it," as one replied; or, as another retorted, "I haven't the space." Think of it: That warehouseman knows so little of custodian warehousing that he even thinks the goods must come to his warehouse!

The question of why it is not more used is quickly answered: "Not advertised."

By "advertising" is meant not only printed copy but also all the total of circularization, correspondence, selling talk when soliciting business, etc. Many warehousemen have neither told their banks nor their prospects about custodian warehousing. How can the public be expected to bring their business if no one tells what is available?

Here is one example, so recent as to be to the point:

After the convention of the American Warehousemen's Association in December, 1924, I met in Washington, at the

Department of Agriculture, a member who was homeward bound from Chicago. He told of the discouragement of many in the industry whose houses were not showing profits (merchandise warehouses). It just happened that talk turned to custodian warehousing, of which he knew a bit but that bit was too sketchy for him to have thought of developing business. It was suggested that when he reached home he should approach two named factories of his city, with a view to becoming a custodian warehouseman. He needed revenue; he had the time; this promised income-producing business.

In April, hardly four months later, came a letter from which I quote a few sentences, with change only of individual names:

"Jones & Co., up to the end of March, have paid us \$810; Smith, \$308; Williams & Son, \$100; we have contracts with five others. We have put out six full-time employees as custodians and our annual income would be \$12,000 if all the factories used us all the time. They won't, of course, but it's flowing more than \$1,000 a month now.

"Warehousing is what you told me it should be. I understand, after these months, what it means to do *constructive* salesmanship. . . ."

Then, in a postscript, he said:

"March was the best month for the house we have had in two years. We're up to 61 per cent full. I must have been dopey. The business is here but I wasn't getting it."

That postscript, written by pen and not dictated, is significant. That warehouseman had begun to sell warehouse service, and the more he talked custodian warehousing to his bankers and his factories the more business he dragged for his own warehouse.

Many manufacturers do not understand what modern warehousing has to offer. The last thing a manufacturer wants to do is to keep anything. He thinks of a warehouse as it was twenty years ago—as a place for "dead" merchandise. In those years, putting goods into store meant that the bottom had dropped out of the market.

Large numbers of manufacturers today have awakened to a warehousing policy. There are many reasons, but beneath them all is the single one that warehousing pays.

For one manufacturer who warehouses are several who do not and who should.

There are many factories whose business is such that custodian warehousing would aid their financing.

It is a little-understood opportunity for factories that are borrowers—not all factories, but *some* factories.

Nine Inland Universal Freight Stations May Be Established to Help Solve New York City's Distribution Congestion

A PLAN to establish nine "universal freight stations" south of Fifty-seventh Street on Manhattan Island, to and from which stations all the freight distributed in this region of New York City, except foodstuffs, milk and a few other commodities, would be delivered, has been announced by the Port of New York Authority. It is estimated that the nine stations would require \$72,000,000 for land, construction and equipment, with financing in the form of either stock or bonds.

The plan would do away with congestion in the harbor and on the streets and save, it is pointed out by its sponsors, \$14,000,000 annually—\$12,000,000 to shippers and receivers and \$2,000,000 to the railroads.

It is said to be probable that the carriers will be invited to form a union freight terminal company through which the project could be financed. The fact that the railroads generally are concentrating on ways and means of speeding up freight distribution and the movement of cars by cooperation with shippers, through the work of the Shippers' Regional Advisory Boards, is believed to assure their support for the Port of New York Authority.

The report of the Authority's committee on inland terminal stations, and which has been adopted by the Authority's commissioners, asserts that the plan would release forty-three piers on Man-

hattan's waterfront for steamship use, release a large part of the New Jersey waterfront now used in handling freight to and from Manhattan, reduce carfloat transfer service in the harbor and help solve New York's traffic problem. The plan provides also for a modern food receiving terminal to be located on the Hudson River, which it is believed would bring about a large reduction in food marketing costs.

The plan is a part of the more comprehensive port plan, but does not depend upon other developments for its completion and can be put into effect without great delay. It provides for the halting of a great part of Manhattan's freight at the railroad yards in New Jersey or elsewhere, its assortment for transportation by truck to the "universal" inland freight stations, from which the consignee will receive his freight and carry it to his own establishment on his own truck or a hired vehicle. Freight shipped from the city would first be taken to the universal station nearest the shipper and there assorted for delivery to whatever railroad he selected. If he desires, he may move it direct from store to car. At any universal station a shipper may deliver freight or receive freight from any railroad with no increase in transportation rates. The trucks would cross the river by means of ferries and the vehicular tunnel.

What is known as "general package"

or merchandise freight is involved in the new system of handling. Meats would continue to cross the river in cars on floats. Fresh fruits and vegetables would be handled through a union carfloat terminal to be located on the Hudson River waterfront near Franklin Street. Dairy products would be handled through another special terminal. Such commodities as building material, sewer pipe and the like which from their nature can be more economically transferred direct from car to truck, would also come over in cars and be unloaded in the "team track" yards now in use. Coal would also be handled in the present manner by floats.

Carriers Would Break Bulk

The railroads would be expected to install "break-bulk" platforms at their terminal yards. Here goods for Manhattan would be taken from the cars, assorted and packed into special containers made to fit large trucks and sent to the inland stations. The containers would be used on the return trip from inland stations to railroad yards, and the "break-bulk" platforms would then be used for the purpose of assorting into cars.

It is expected that the railroads would save greatly, because cars unloaded in the yards could immediately be reloaded for return trips. Also the new system

(Continued on page 40)

Starred Listings in 1926 Directory Must Be Properly Sworn To

*Affidavit Should Accompany Return of Every Information Sheet. Why
New Plan Will Make Industry's Year-Round Reference Volume
More Valuable Than Ever Before Is Here Told*

BY KENT B. STILES

SHORTLY after the United States associated itself with the Entente Powers in the war against Germany the New York newspapers published rumors to the effect that pro-German agents in this country were planning to blow up several of the great bridges which span the East River at points lying between the Brooklyn Navy Yard and the Quarantine channel through which Uncle Sam's battleships at the Yard would have to pass on their way out to sea.

The New York police department took cognizance of the reports, and uniformed officers and plain clothes detectives made it a practice to stop all citizens seen carrying suitcases, bags and bundles in the vicinity of the entrances to the bridges.

Toward nightfall one evening a young policeman halted the writer, who was carrying a leather bag in City Hall Square, and demanded to know the contents. The latter comprised a miscellaneous assortment of linen and fruit.

The policeman, having discovered that the bag did not contain dynamite, grinned and made the following comment:

"It's the honest citizen who does not object to having his bag searched."

On that occasion the burden of proof that the bag did not carry explosive was on the citizen—not on the policeman.

The burden of proof that the information contained in the listings of public storage companies as published in the annual Directory issued by *Distribution & Warehousing*—that, too, is on the citizen. *Distribution & Warehousing* cannot undertake to be a policeman. It merely opens its pages once a year, in the January issue, to warehouse companies throughout the country to tell shippers and their own fellow executives about their facilities and service, without cost to the companies.

Just as in wartime the honest citizen did not object to having his bag searched, so today it must be obvious, to all right-thinking storage executives, that the honest warehouseman will not object to being asked to bear the burden of proof that the information which *Distribution & Warehousing* privileges him to spread on its Directory pages, is honest information.

A Square Deal for All!

ALL of which leads up to the announcement at this point that *Distribution & Warehousing* has decided to take a radical step forward this year in an effort to publish, in its 1926 Directory next January, information that is squarely on the level.

At the bottom of every Information Sheet which is sent to a warehouseman will be printed an affidavit form, with space for the signature of a notary public.

The warehouse company which signs that affidavit, and swears to it before a notary public, before returning the Information Sheet to *Distribution & Warehousing*, will be given a **starred** listing—thus★—in the 1926 Directory.

The honest warehouseman will not object to swearing before a notary public that the information he supplies for his Directory listing is correct.

The warehouseman who so returns his Information Sheet, properly sworn to, will recognize that he has the advantage over his brother executive who may decline to do so. That first warehouseman's 1926 Directory listing will be **starred**; the other man's listing will *not* be starred. The **star** itself will be evidence to all Direc-

tory consultants—traffic and sales managers, and fellow warehousemen—that the warehouseman who has made the sworn-to return has been willing to go under oath that the information he has supplied is dead on the level. The value of the **starred** warehouse company's 1926 Directory listing will be enhanced. To such a listing will attach a significance that cannot fail to make a vivid impression on the mind of whoever is reading the Directory.

The decision to **star** only sworn-to listings in the 1926 Directory was arrived at after careful deliberation based on long experience by the publishers; and, it may be stated, after consulting numerous recognized leaders in the public storage industry—men whose judgment and opinion carry weight at the warehousing conventions, and who possess the highest ideals for the betterment of the industry which is their vocation in life. Further, it may be asserted definitely that the new plan, radical as it may seem when first considered, has the unqualified endorsement of those leaders.

Those men agree with *Distribution & Warehousing* that the honest warehouseman will have no objection to swear-

ing to the Information Sheet sent to him. They believe that the idea will work out for the best interests of the

storage executives individually and of the warehouse industry as a whole.

The Value of the Star

AS in the conduct of any other line of work, there are certain major problems confronted in the publishing of a Directory that are of importance to a given industry. *Distribution & Warehousing* has found that one of these major problems, in connection with its annual reference volume for warehousing and allied interests, is to induce all storage executives to give *correct* information regarding their service, facilities, space, etc.

The majority does give honest information—there is no question on that point. But it is equally certain that there is a small minority—executives who have no conception of the value of ethics in business—which deliberately furnishes misinformation.

The very fact that there is such a small minority injures the majority that is honest.

The majority seeks constantly to promote constructive advancement of their industry. The minority tears down—possibly unthinkingly, but none the less certainly.

It is in the direct interest of the majority that is honest that *Distribution & Warehousing* offers to *star* the name of the storage company which supplies a sworn-to affidavit that the information contained in its listing is truthful.

The *starred* listing will attract accounts. The traffic manager and the fellow warehouseman is going to prefer to carry on business with the company whose 1926 Directory listing is *starred*—because they will know that the information therein, having been properly sworn to, is honest information. As the New York policeman said on that April day in 1917, "It's the honest citizen who does not object to having his bag searched."

It's the Sworn-to Listing That
Is Starred—and



It's the Starred Listing That
Gets the Business!

Meeting a Criticism

BY adopting this new method of assigning stars to Directory listings, *Distribution & Warehousing* not only is doing another service on behalf of the industry; also it is at the same time intelligently endeavoring to meet a certain criticism that has been leveled at the annual Directory as heretofore published. That criticism is that a number of storage companies are known to have been given *starred* listings in which the information contained therein is far from being the truth.

It may be stated here that where, in the past, *Distribution & Warehousing* has known of actual instances of perversion, it has exercised police supervision to the extent of thereafter barring the listings of companies which have deliberately furnished misinformation.

But it is one thing to listen to complaints of this character and quite another to prove conclusively that the complaints are justly founded. Often the warehouseman making the complaint regarding a fellow executive has

not supplied proof that is essential. Other things being equal, one warehouseman's word is as good as another—in all other lines of business as well as in Directory publishing.

So it is believed that the new plan—*starring* sworn-to listings from honest companies—will tend to eliminate the giving of misinformation. In a sense it should raise the moral level of the Directory. It will make the Directory more dependable. To put it another way, the warehouse industry itself has it within its own power to increase the Directory's dependability. The more *starred* listings there are, the more valuable will be the Directory to the warehousemen themselves and to the distribution world at large. The warehouseman who thinks things out logically must so believe.

What a splendid achievement it would be for warehousing as a national industry if 100 per cent of the listings in the 1926 Directory might be *starred*!

Two New Directory Features

THE Information Sheet for the 1926 Warehouse Directory will be distributed throughout the industry some time in September and the recipients will find that it carries a question—one not heretofore asked—that is designed to make each warehouse company's published listing of even greater value than heretofore. This new query has to do with out-of-town shipments.

Under this section of the Information Sheet the warehouse company will be given opportunity to—

"Indicate to Which Railroad Stations You Desire Out-of-Town Carload and Less-Than-Carload Consignments Sent."

Space will be provided for the warehouse company to write in the names of local railroad stations at which it prefers shipments to be received, and the names of the

various railroads over which the goods should be routed. Thus the directory consultant—the traffic or sales manager, or the fellow storage executive—will have before him information which ordinarily must be obtained by correspondence that often consumes valuable time and involves delay of shipments.

The phrasing of one of the other queries that have appeared on past Information Sheets is being slightly changed in order to assure definiteness in respect to space.

Heretofore the storage company has been asked to "List Area of Each Warehouse Separately."

In the 1926 Directory Information Sheet the wording is as follows:

"List Separately the Area (of each warehouse) ACTUALLY DEVOTED TO PUBLIC STORAGE."

The purpose of this revision will be obvious to the storage executive who compares the discarded query and the new one—if he will at the same time keep in mind that some of his competitors in the past have claimed to be operating certain space for warehousing purpose whereas actually that space was being leased outright to business interests and was not being used for public storage at all.

It is logical to assume that a Directory consultant may be peculiarly impressed when he notes in a warehouse company's Directory listing that that company is operating a volume of space that is immense in comparison with

the space operated by the company's competitors in the same city or town. Yet a large percentage of that warehouse company's space perhaps is not being devoted to public storage but is under lease to business interests not identified with warehousing. The competitors, on the other hand, may have set forth in their Directory listings the volumes of space actually devoted to public storage purpose. The warehouse company which has made the too-extravagant claim as to storage space operated, therefore, has an unfair advantage over those competitors.

Distribution & Warehousing has frequently received complaints that certain warehouse companies lay claim, in their Directory listings of the past, to be operating, for public storage, all the space in entire buildings which, as a matter of cold fact, have been leased outright by those warehouse companies. Such buildings cannot fairly be called public warehouses any longer. The owners—the warehouse companies—have in effect gone into the real estate business by renting those buildings. The annual Directory published by *Distribution & Warehousing* is a Warehouse Directory. *It is not a real estate directory.*

Accordingly the public storage companies are asked to play fair with their competitors and with the public—and do just that by stating, on the Information Sheet, the actual number of square feet devoted to public storage purpose.

Details of the Information Sheet

IN other respects the 1926 Information Sheet does not vary from the questionnaire form distributed in the past—and, as previously, it costs a warehouse company nothing to obtain a listing in the Directory.

Under question No. 1, the warehouse company gives its full name and its office address.

The names of the president, secretary, treasurer, manager and operating executive are set down under question No. 2.

The year the company's business was established is told under question No. 3; also whether the company is incorporated.

Question No. 4 is "What Is the Present Total Investment in Your Business?" This information gives the Directory consultant some idea as to the size and importance of the company financially.

Under question No. 5 the warehouse company indicates whether it operates various kinds of bonded warehouse space—U. S. Customs; U. S. Internal Revenue; U. S. Warehouse Act—and whether the company may be bonded to the State, or privately bonded.

Question No. 6 deals with the warehouse buildings. Space is provided for telling the designated name or number (if any) of each plant; its address; whether for merchandise or household goods or cold storage; its square-foot area actually devoted to public storage; each plant's type of construction (as mill, concrete, brick, etc., to indi-

cate, to the consultant, its fireproof or non-fireproof character); whether the warehouse is equipped with a sprinkler system; and on which railroad the warehouse may have a private side track—a point of particular value to the national distributor.

Under question No. 7 space is provided for indicating stations and railroads for incoming carload and less-than-carload shipments—as outlined previously herewith.

"Facilities and Service" are covered under question No. 8. The warehouse company is enabled to tell its story with relation to pool car distribution of merchandise; city delivery of merchandise; inter-urban distribution of merchandise; transferring of household goods; storage of furs and fabrics in refrigerated space in furniture warehouses; and specialization in storage of any particular commodities.

Question No. 9 has to do with "Transport Service"—indicating to the Directory reader whether the warehouse company operates gas or electric trucks or horse-drawn vehicles or any combination of them.

The final query, No. 10, relates to association connections—something that the national distributor takes into consideration in the case of the merchandise and cold storage warehouse company; and the household goods shippers in the case of a furniture warehouse company. The Directory listings will carry information as to warehouse companies' membership in the industry's national, sectional and State associations.

Conclusion

THE physical appearance of the 1926 Directory will not differ materially from that of the 1925 volume. The Directory will appear as part of the January, 1926, issue of *Distribution & Warehousing*. The listings will be run alphabetically, first by States, then by cities and towns, and finally by company names.

As heretofore there will be published a complete up-to-date list of the industry's trade associations and the names

and addresses of the presidents and secretaries. The full names of all railroads mentioned in the individual listings will appear; and, of course, a table explaining the abbreviations set down in the listings.

Why the Directory is valuable as a year-round reference volume for national distributors and for the public warehouse industry itself will be told in the October issue of *Distribution & Warehousing*.

"Economy" Suggestions for Maintenance of the Commercial Vehicle

Ten Constructive Ideas Based on Experience

By PHILIP L. SNIFFIN

A MOTOR truck superintendent who is responsible for the operation of fifty-two vehicles recently said to the writer, "Success in getting the most out of a delivery department is a case of constant observation on the part of those who have charge of the trucks—observation both of their own methods and the other fellow's methods."

It is true that we can learn a lot and improve a great

deal through observation. New kinks and ideas are constantly being used with profitable results to those who have applied them.

This article is a compilation of ideas such as this, which have been used by concerns within the writer's observation. Some of them may seem simple, yet they are all of the kind that have helped in some manner to reduce costs or give better truck service.

NO. 1. The Electo Company, a New York City concern that handles deliveries for a number of department stores, has estimated that it requires from two to seven years' time for a man to become a competent repairman and that during the embryo stage of his mechanical education he destroys rather than upbuilds.

It can, therefore, be readily seen what will happen if the driver attempts improving on magnetos, changing adjustments on carbureters and other parts of the truck.

After supplying all of the drivers with kits of tools, it was found that the trucks which gave the most trouble were those on which the drivers had been performing mechanical operations. To remedy this condition all tools were taken away except those that were necessary for tire changing and non-skid chain application. This plan has worked well.

The driver makes out a report if symptoms are noticed. This report is sent to the New York plant, where it is studied for the purpose of determining whether the truck needs immediate attention.

If the reports from the drivers and inspectors call for attention from the New York repair station the vehicles are sent there as soon as possible. Spare vehicles always on hand at each of the five garages are used to replace the incapacitated trucks.

As a result of this rigid inspection system close studies of maintenance problems have been made possible. The

Your Business and the Motor Truck

THIS is the thirty-fifth of a series written by Mr. Sniffin and presents concrete suggestions for economizing in the maintenance of the commercial vehicle.

Formerly with the International Motor Co., Mr. Sniffin, a motor truck advisory engineer, is a recognized authority in this field. He has been making a special study of this subject in relation to the public storage industry in order to write these articles.

system of daily driver reports and monthly inspection reports from two skilled inspectors has furnished valuable information for the guidance of the repair department.

No. 2. Oil that has been drained from the crankcase can be put to very good use instead of being thrown away. The Westcott Express Co., operating 80 electric and gas trucks for baggage collection in New York City, claims for one thing that the use of this oil on its springs has been instrumental in cutting down spring breakages at least 75 per cent. In a fleet of this size a saving such as this means much as a factor in keeping the trucks moving the maximum time.

One of the mechanics has been instructed to apply this old oil on the

springs, tailboard hinges and all other bearing surfaces. A paint brush is used for applying the oil, and the whole operation is accomplished in a few minutes on each truck. When brushed on the sides of the springs the oil in a majority of cases will seep through to the other sides, thus giving smooth working surfaces.

One feature in connection with the use of this lubricant is that it serves excellently as a rust preventive.

No. 3. It is generally realized that nowhere is the proverb "A stitch in time saves nine" more applicable than in motor vehicle up-keep. The greater the wear the more rapid the deterioration, and that is why a sound maintenance system can be based only on properly organized inspection.

This much is now generally accepted, but the trouble arises in the form of practical problems when the system of inspection is to be installed. Operators of vehicles purchased new are not always clear as to when to start inspection, and both they and users of older vehicles in inaugurating such a system are often not certain as to how or when the examinations should be carried out, or decided as to the extent of the individual investigations necessary.

Undoubtedly the most popular system of inspection is a combination of frequent superficial examinations and periodic thorough inspections.

From the time it is purchased a truck calls for some care in seeing that its normal condition is maintained; that various nuts do not work loose, and that it is receiving proper driving attention

in such matters as lubrication and cleanliness of electrical and other parts. Sources of likely trouble have to be noted, and breakdowns guarded against, and this is the cheapest policy in the long run.

Consequently the vehicle should be looked over by some competent person as frequently as possible. Usually it is possible to do this after the day's work is done. If the vehicle is kept scrupulously clean this work is greatly facilitated, and defects are not so likely to be overlooked as in the case of dirty machines.

How far this casual inspection should go appears to be a matter of individual judgment, but the main point is that it should be reduced to a matter of routine, not only as regards the time of the inspection but also with regard to the procedure to be followed.

For this reason many concerns have printed forms on which the inspector ticks off those parts examined, and notes any defect requiring immediate attention. The appointing of one or more men to be responsible for the inspections is usually found necessary, whether or not drivers are called on to report defects. In fact, drivers' reports are usually considered reliable only when they are confined to stating symptoms instead of diagnosing the trouble themselves, as they are usually tempted to do.

Diagnosing of trouble by drivers who are not expert trouble-shooters often

months, and some only twice a year. It may be taken, however, that at least every 5000 miles the vehicles should be carefully gone over from stem to stern.

Figures 1 and 2 show forms used by two concerns for this purpose. They are entirely self-explanatory. In using the "Car Trouble Report" (Fig. 2) the drivers' comments should be limited to symptoms as mentioned on the form.

No. 4. Concerns which have trouble getting drivers to turn in daily reports, either of work accomplished or on maintenance points, will be interested in the idea one concern is using, shown in Fig. 3. Forms are printed of a handy size on light cards kept in a metal holder in the front of the cab.

Some concerns use a metal holder of this kind for the driver's receipt book or route sheet. It takes very little room and is an item of considerable convenience for the driver.

No. 5. As idle time runs up the operating cost of motor trucks, so does wasted effort run up the cost of making repairs.

If a mechanic cannot at once lay his hand on the tool he wants when he wants it, his time is being wasted, and the cost goes onto the maintenance expense.

So much is obvious, yet the average repair shop would form an admirable setting for that time-honored game of hunting the slipper.

In one such shop we had the pleasure of watching a mechanic adjust a brake rod. This is how he did it:

Looks for gas pliers; 3 minutes.

Gets under machine.

Gets out to find screw-driver to open split cotter; 3 minutes.

Gets under again.

Gets out to find another pair of pliers to hold rod; 4 minutes.

Looks for split cotter of right size in mixed box; 6 minutes.

Gets under again.

Oil wanted to move rod; he gets out, hunts oilcan, finds it empty, fills it; 8 minutes.

Gets under and completes job; 6 minutes.

Total time on job, 30 minutes.

Time lost by lack of system, about 20 minutes.

Such instances could be multiplied indefinitely, and they all point to the need for a place for everything and everything in its place.

Notice the idea used by one concern in its repair shop (Fig. 4). This truck superintendent has arranged his tools so that he can see them all. They are grouped according to their uses so that he could practically put his hand on the required tool in the dark. He can also see at a glance if any are missing, and they can be locked up when not in use.

An orderly arrangement of tools encourages orderly thinking in the staff. With the tools displayed like this, the man who did the brake rod job would probably have considered what he was likely to want before getting under the

machine in the first place and saved himself a lot of effort.

Anyway, operators who are suffering from high repair costs are urged to give the system method a trial. Order is better than disorder in every business.

No. 6. The handling of parts is another feature of maintenance that is apt to cause waste both in materials and labor. Figure 5 shows how one concern has taken care of this. Parts, of course,

AUTO #		NEEDS REPAIRS AS NOTED BELOW	
Signed	DATE	REPAIRS	DATE
		WHEELS	DIFFERENTIAL
		WHEEL BEARINGS	BRAKES
		AXLES	DOORS & LOCKS
		FENDERS	BODY
		SPRINGS	TOP
		SPRING CLIPS	WINDSHIELD
		STEERING ASSEMBLY	FIRE EXTINGUISHER
		RADIATOR	WARNING SIGNAL
		FAN	LIGHTS
		PUMP	BATTERY
		CARBURETOR	BATTERY COMPARTMENT
		MAGNETO	STARTER
		MOTOR	GENERATOR
		CHAINS & SPROCKETS	CONTROLLER
		OILING SYSTEM	TIRES
		IGNITION	GREASE CUPS
		WIRING	GEAR CASES
		CLUTCH	CAR LOCK
		TRANSMISSION	

If Repairs Are Not Completed, State Why.

Signed _____ SHOP FOREMAN

The Repairs as Noted Above Have Been Completed

Signed _____ SHOP FOREMAN

CAR O. K. FOR SERVICE.

Signed _____ SHOP FOREMAN

Fig. 1—Car trouble report

leads to a waste of mechanic's time in following up a wrong conclusion, while another reason for discouraging reliance on drivers' reports is that they are inclined to ignore incipient troubles and report them only when they become an annoyance and the original cause has been lost sight of.

Some concerns make thorough inspections once a month, some once in three

Car Trouble Report	
Driver must report all car trouble on this Report as soon as noticed.	No. 411
Date 4/5/24	
Car Name and No. Sanford #28	
1. Engine hard to start. 2. Clutch slips on hard pulls. 3. Truck steers hard. 4. Windshield vibrates. Otherwise truck is O.K. G.M. Boney - Supt.	
Driver's Name Klein	
GARAGE MAN REPORT	
1. Check spark plugs & carburetor. 2. Adjust clutch - lighter. 3. Check for grease & align front wheels. 4. Tighten windshield traces. Garage Man O.K. Milton.	
Noted G.M.B. 4/6/24	File

Fig. 2—Car trouble report

in the case of large truck fleets, must be handled from the stockroom and accurate records kept of their use.

The smaller concerns who have only few trucks cannot justly spend the money required for a special room in charge of some one individual. With a neat little stockroom, as shown, the mechanic can put his hand on the part or tool he wants without groping among a thousand and one other things.

He will not find it smothered in grease or damaged through contact with other heavier pieces.

One operator with whom we discussed this subject frankly stated that for every six of a special small part that he used he has to buy ten. Four of them get lost or mysteriously disappear before they are used.

Of course a mechanic should not be forced to waste time whenever he wants a tool or part. He can, however, have suitably constructed cabinets, near where he has to work, in which the tools and parts can be arranged conveniently.

No. 7. Replacement parts for motor trucks are never cheap and it therefore behooves the transport or service manager to economize in this direction whenever possible. Quite often there is a tendency to throw a worn part on the junk heap when very little work on it would fit it for an extended period of usefulness.

A practical example of what can be

done in the way of salvaging worn and broken parts has recently come to our notice, wherein a garage manager has reduced his parts bill by 25 per cent. His methods are of particular interest in that they demonstrate that it is not necessary to have an extensive machine tool equipment to effect this economy. Considerable saving often can be effected even though the work is done outside.

Typical salvage jobs are the building up of worn stub axles and of crankshaft journals. In the former case, an acetylene welding set is all that is required. When an axle becomes so worn that the standard size of roller bearing does not fit in its proper position on the taper shaft, a thickness of either brass or steel may be welded on to the axle, which is then machined to the proper size.

In the case of a crankshaft or other hardened steel bearing surfaces the treatment calls for more expert handling. Electric welding can be utilized to deposit a thickening coat of steel and the finished job is to all intents and purposes as good as new and costs about a fifth the price of a new part.

The standard practice of the manager referred to is to submit these more technical jobs to welding experts and machinists and getting their advice and an estimate of the cost before having the work done.

Apart from these bigger jobs he finds



Fig. 3—Drivers' Daily Card

there are numerous little cases where the use of a welding set and a few ounces of brass or steel save many hundreds of dollars in the course of a year—a practice which should recommend itself to all fleet operators who find they have use for further economy in maintenance.

No. 8. Large users of trucks are coming more and more to understand the necessity for using the best grade of oil. Many concerns have asked the writer regarding tests to determine the quality of various lubricants. The best answer to this is to quote the experience of one truck manager who used the tests of the Navy Department on six different brands of oil, thereby choosing one on which it was safe to standardize.

The Navy Department, which conducts tests at all times, has one set of conditions which indicates good oil, as follows:

A. A good oil will not separate into

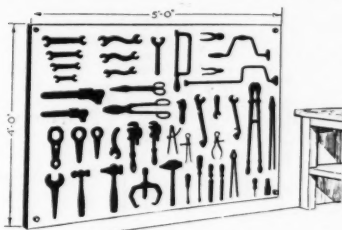


Fig. 4—Orderly tool arrangement

layers of different shades, or deposit sediment after standing a few days.

B. A good oil will not show rusting or corrosion on pieces of polished steel which have been suspended in it.

C. When mixed with warm water and shaken in a bottle, will soon separate from the water, and show no soapy emulsion.

D. When tested with Litmus paper, there will appear no acid contents. Blue Litmus paper should be used and the presence of acid will turn the Litmus paper red.

E. When cooled with ice, the oil will not show a pronounced cloudy appearance, indicating waxy contents.

No. 9. There are ways in which tire costs as well as other costs can be reduced if carefully watched. This is shown by the experience of one concern the truck superintendent of which says:

"Under-inflation, or over-inflation, as every fleet operator knows, is very injurious to tires, but, despite his knowledge, tire pressure does not gain the attention it should in the maintenance of trucks. At this plant we hold the driver strictly to account for the pressure in his tires. All our drivers know our policy. They know no excuses will be accepted, and consequently they see that their tires are taken care of."

This company uses probably a dozen different makes of tires on its trucks, although it expects later to standardize. Consequently the remarkable average mileage it obtains from its tires is not due to the superior qualities of any particular make of tire but strictly to the system in caring for the tires.

When a new tire is purchased by the company it is numbered. The number is branded on the tire, so there is no chance of it being obliterated. As soon as the tire is put on a truck, a daily report is made on it. On the Daily Car Report that each driver turns in at the end of the day he must make note of the numbers of the tires with which his truck is equipped, as well as the extra; also the number of miles traveled by the truck during the day. If a tire change was necessary and the extra tire was put on, he must take note of the speedometer reading at the time of the change, in order to show a proper report for all tires when he has turned his truck in at the end of his shift.

"There is never any cause for any quibbling with us when the matter of adjustments comes up," explains the superintendent. "We know right down to

the fraction of a mile how long a tire was used. And we know right down to a fraction of a mile how long it was used on front wheels or on rear wheels and how long it was carried as an extra. We take a 'recap' every month from these daily reports."

No. 10. There is hardly a concern with any number of years' experience with trucks that does not know the effect of the drivers on the economy of the machines. One superintendent who has built up a notably fine corps of drivers gives the following pointed advice which every truck user may well heed:

"Years ago I had to repair and drive trucks myself and I know just what a driver has to contend with while on the street. This early experience has helped me a great deal in my cartage work with my drivers and mechanics.

"I try to keep harmony among my drivers as much as I can, and I find I can keep them so by being among them as much as I can.

"About every month or so we have a meeting at which we discuss the different traffic conditions, deliveries and the cost of running the different trucks in the fleet. These meetings are very good.

"I give my drivers a picnic once a year, not just for themselves, but for their wives and families. We have prizes for sports of all kinds. Both drivers

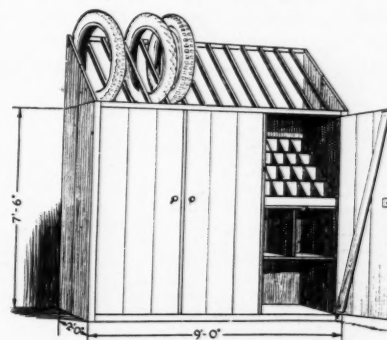


Fig. 5—A parts stockroom

and their families look forward to this day every year, as we always have a good time.

"At Christmas time I give the drivers and helpers a useful gift of some kind. Also, they receive their pay for the legal holidays we have during the year.

"The trucks are washed every night if needed, and are always kept as clean as possible. I have found that by keeping the truck very clean a driver will keep the motor and pan clean and will take much more interest in his work.

"I try to make driving a truck as pleasant as possible by giving the drivers good cushions and pack pads, and keeping the truck in good running order.

"I use the unit repair system, and if the least thing goes amiss we repair the unit immediately.

"I hold each driver responsible for his own truck, and as we have a good cost record of each truck there is always a healthy rivalry as to who is operating his truck the cheapest."

Cole Warehouse Trailers and Tractors Reduce Time of L. C. L. Transferring

How Cooperation Between Storage Company and Railroad Economizes in Providence, R. I.

By J. E. BULLARD

A SAVING of from twenty-four to seventy-two hours has been effected in Providence, R. I., by substituting motor vehicles for freight cars in transferring less than carload lots of freight from the transfer freight station to the incoming station. The work is done with six trailers and two tractors.

Before the present method was tried out all the less than carload lots in cars containing freight for Providence and for adjacent communities were placed on the transfer station tracks. These cars were then unloaded and the freight sorted, that for Providence reloaded in cars to go to the incoming station and the freight for other towns placed in cars to go to those towns.

After the freight was thus sorted, the cars were pulled out to the hump yard about two miles away and made up into suitable trains. The trains with Providence freight were then pulled into the incoming freight station yard. At the very best this was a slow process. In the old days when trains moved faster than any other method of transportation and when merchants bought stock in larger quantities, forecast their needs and were in a position where a few days' delay did not count, this system worked quite satisfactorily.

ACCORDINGLY, before deciding upon the equipment to use, a thorough search was made to find that which would require the smallest investment and which would result in the greatest possible economy in operation. It was evident at the start that trailers and tractors would be preferable to motor trucks, because of the smaller investment required, the smaller gasoline consumption, less labor cost, and the possibility of keeping the motorized portion of the equipment constantly on the move.

The present equipment consists of six Lapeer semi-trailers having body floor space in each case of 21 by 8 ft. When attached to the tractor these trailers have their front wheels entirely off the ground. The coupling up of the tractor to the trailer is automatic. It is merely a matter of backing the tractor into place and driving away with the trailer. The uncoupling is done from the cab of the tractor by merely operating a lever the size of the emergency brake lever. The braking of the trailers is automatic. It was the automatic devices which tests

However, with the policy on the part of merchants to buy from hand to mouth, the wholesalers also carrying small stocks, and a day's delay meaning more to the concern to which the freight is shipped than a week used to mean, it was apparent that it was important to find some way of speeding up the movement of freight from the point of shipment to the point of delivery. A new switching yard was completed a few years ago with a hump taking the place of switching engines to a considerable extent. This yard is completely up to date in every respect and materially increases the speed of making up trains. Yet for local freight it did not meet the need, especially where the hauls were short, and the time spent right in Providence before the goods arrived at the freight station might be longer than the time the goods were traveling from the point of shipment to Providence.

In trying out motor vehicles the object of the New York, New Haven & Hartford Railroad was to save time rather than money. It was not expected that money could be saved. At the same time it was naturally desired both by the railroad and the Cole Teaming & Warehouse Co. that the work be done as economically as possible.

Saving Time

THIS is the story of a trailer-tractor installation operated jointly by the Cole Teaming & Warehouse Co., Providence, R. I., and the New York, New Haven & Hartford Railroad Co.

By means of motorization in place of using freight cars, from twenty-four to seventy-two hours in time is effected in transferring less than carload lots.

showed saved a great deal of time, and the safety features which promised to prevent accidents, which finally caused the decision to be made in favor of these trailers.

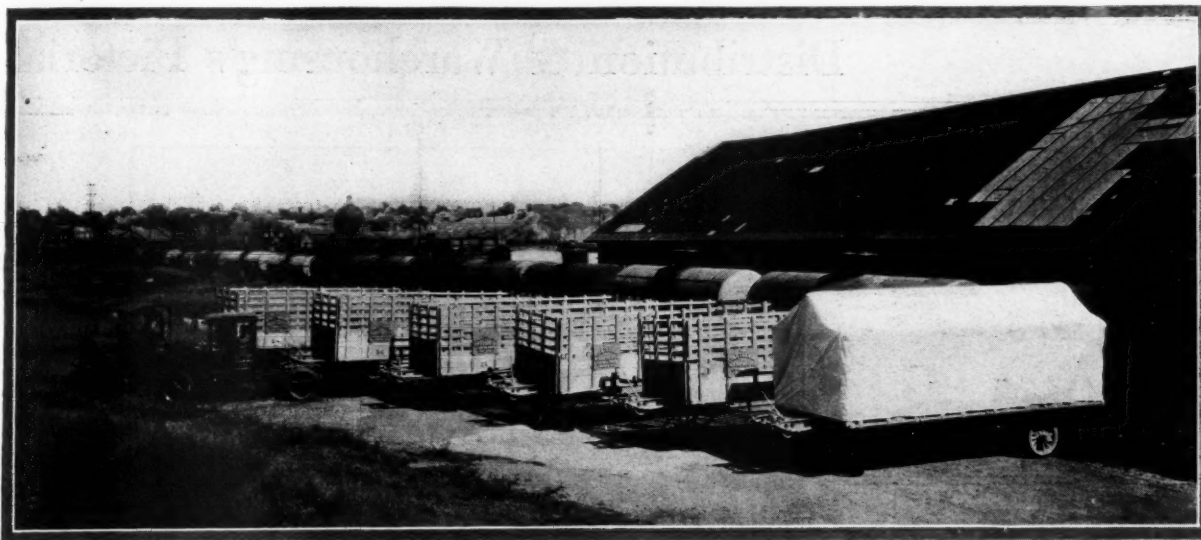
For unloading the freight cars, electric tractors and trailers are used. The trailers loaded with goods for Provi-

dence are run directly into the Lapeer trailers. It is only a matter of waiting until a car is unloaded and checked before the trailer can be hauled away to the incoming freight station. There the trailer is left and another brought back to the transfer station.

This system is used also for transferring freight to the boat docks. As these vessels do not sail daily the saving in time here often amounts to three or four days. Freight that would not reach the dock in time by the old system is delivered in time to catch the boat.

The industrial trailers in the case of freight for the boats, however, have to be unloaded. The boat freight is packed into the Lapeer trailers and unloaded at the docks.

This motorizing is entirely a transfer proposition. The same freight houses are used as were previously used. No store door deliveries are being made, and at the present time no short hauls are being made to other towns. The only part the motor vehicles play is to eliminate the use of freight cars for



Fleet of Cole Teaming & Warehouse Co. tractors and trailers operated at Providence, R. I.

conveying the goods from one freight station to the other.

Only two drivers are required to handle the work. The labor is no greater in the freight stations than it was under the old system, but the speed is very much greater. Freight cars do not have to be held a day or two just for the purpose of transferring freight. The mere fact that only six trailers are required to do the work indicates, perhaps better than anything else, the great speed that is secured in transferring from one station to the other. Providence is a city of a couple of hundred thousand population and is located in the center of a large industrial section of the country.

It has been possible in some cases to get freight through from a shipping point twenty or thirty miles away to the incoming freight station in a period of time that closely approaches that required by direct motor truck transportation. In other words the railroad is able to render service that is much more satisfactory to the small shipper than it has ever been before.

The experience with the equipment used has demonstrated the decided economy of the trailer-tractor system. The distances traveled are very short. The boat docks are only about three miles from the transfer station and the incoming freight station is less than a mile away. This means that more time is consumed as a rule in loading and unloading the trailers than in moving

them from one terminal to the other. The tractor drivers can be kept busy all the time because each handles three trailers. With trucks it would be an entirely different matter.

The railroad has not yet made any definite plans in regard to extending this system to include other than the Providence docks and incoming freight stations. However, it is working out so well that it would seem logical to expect that freight in less than car load lots arriving in Providence for sorting and reshipment will eventually be delivered to the freight stations in nearby towns by motor vehicles rather than by trains.

Other Details

Just as the old system in vogue in transferring freight in Providence meant that in most cases incoming freight in less than carload lots and in cars containing freight for other communities, the freight remained in the city for at least a day and often longer before it reached the incoming freight station and was ready for delivery, the system now in vogue for the small outlying towns means a considerable delay which could be eliminated by means of the motor vehicle. There is also another point not mentioned by either the railroad or the teaming company, but which is important.

Under the present system there would not seem to be as great a chance of goods going astray as when they are trans-

ferred in freight cars. It is perfectly obvious to the freight house labor that all Providence freight is to go into the trailers. It does not seem always to be so obvious into just which freight car freight should be placed. At least it would seem that way to shippers who have been annoyed by having parts of a shipment travel hundreds of miles out of the way before reaching its destination simply because some error was made at some transfer station. With motorized transfer it would seem that there is very little possibility of freight shipped to Providence getting mixed at the transfer station and traveling out of town rather than being unloaded at the incoming station. With several trains of cars set on the tracks alongside the transfer station, it is not such an easy matter to prevent some of the freight going astray when freight cars are used for transferring the goods.

This, then, is a feature it would seem could be added to the advantage of speed. Though saving money does not enter into the proposition to a serious degree, there is every reason to believe that in the long run the railroad is going to find this system a profitable one. It will tend to secure more freight, it releases track and car capacity for more profitable work, and it improves service to the extent of cutting the time between the shipper and his customer to half what it has been in the case of some short distance less than car load lots.

Carpet Cleaning Beater and Wheel Added to Connersville Line

ANNOUNCEMENT is made by the United Vacuum Appliance Corp., Connersville, Ind., that the "Connersville-Chief" beater and wheel have been added to its line of carpet cleaning machinery adaptable to household goods warehousing.

These beaters and wheels, for twenty years marketed under the trade name "Chief," are now being manufactured

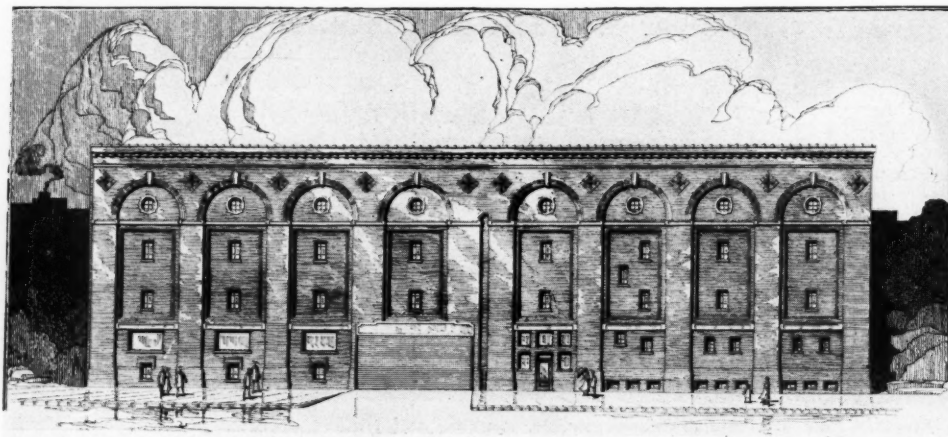
exclusively for the Connersville company and will be distributed under the "Connersville-Chief" name.

"During the years, carpet cleaning is changing," says the company's announcement. "Small plants are growing and expanding and constantly striving to do better work. It is here that the beater and wheel are most adaptable in speeding up rug-cleaning. They do thorough

work much faster and permit quicker deliveries of large volumes of business which come during the rush seasons."

The Connersville company in 1916 introduced the centrifugal separating type of vacuum cleaner—a unit for taking care of either dry dusting or suds sucking, automatically discharging all filth to the sewer. In 1920 a power scrubber, used on any current, was developed.

Distribution & Warehousing's Pictorial



New Depository

Four-story household goods plant of Evanston Fireproof Warehouses, Evanston, Ill. This is an addition which architecturally duplicates the company's present structure. (For story see page 38)



N. F. W. A. Convention Snapshots

Above—A. J. Gatter, president Pacific Coast F. W. A. Center—Walter Wyman and L. H. Tanner, who umpired the baseball game. Right—E. G. Mooney, president Connecticut Warehousemen's Association



Cutting Costs

Mercury tractor hauls laden trailer-trucks in plants of Midland Warehouse & Transfer Co., Chicago

Review of the New and Interesting



Prussian Warehouses

These new storage plants in Harbour Basin, Königsberg, are the largest in Europe and are equipped with the most modern machinery.

—Wide World Photos

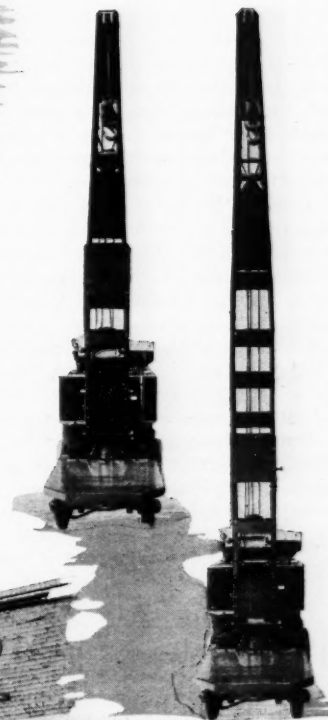


"Nav Snikeb"

To left—The Bekins family motor bus pauses at Washington, D. C., as guest of Arthur Smith, president Smith's Transfer & Storage Co. Here are Milo W. and Melvin Bekins and Mr. Smith. (For story see page 40)

Standardized Van

Below—Designed and built by Kleiber Automobile Factory, San Francisco, for warehouse industry, with special reference to furniture moving and long distance hauling of valuable goods



Type CK

Above — Telescoping boom is latest improvement to Elwell-Parker Co.'s portable electric crane adaptable to warehousing

The Insurance Problems of the Merchandise Warehouseman

By H. A. HARING

WHEN a manufacturer has decided to adopt a warehousing policy for his goods he then faces the problem of determining at what centers he shall locate spot stocks. Within each center, he next must select a warehouseman. The city for warehousing is controlled largely by freight rates and the volume of business normally done in a territory, while the choice of individual warehouseman becomes a matter of reputation, facilities and charges of competing storage concerns.

Ordinarily no other element is taken into consideration. In a study of American warehousing that has run through nearly three years of interviewing and field work more than one year had elapsed before it was brought to attention that other factors should be considered. In particular, the rate of fire insurance on the warehoused goods ought to influence the patron in making selection. It was most surprising to discover that users of warehouse space seldom think of insurance.

During the latter portions of the warehouse inquiry I was repeatedly astonished, at times shocked, at the number of patrons who seem never to give thought to insurance, some of them even after years of warehousing experiences. During the latter months of the work the question was, accordingly, often asked of patrons. My notebooks reveal that 108 warehouse patrons were asked, "Did you take into account the insurance of your goods in selecting the warehouse?" or some equivalent query. Of all this number, only 31 replied affirmatively!

Out of these 31 who made inquiry as to insurance, further questioning showed that 20 had had previous warehouse experience (3 of them having suffered through warehouse fires); 2 were manufacturers of fire-fighting equipment; 3 had home offices in or near Hartford, in which city children know fire insurance about as naturally

as Detroit children know carbureters; and 6 gave no particular reason other than business sagacity.

Few facts in warehousing are so surprising as this rather general neglect to inquire about insurance of the goods, and this was, to me, the more astonishing because warehousemen so commonly advertise their insurance ratings. Not that the goods in warehouses are without insurance coverage. They are of course insured. The warehouse patron, however, has not troubled himself to make the slightest inquiry into insurance. He has paid what was charged on the invoice for insurance and thought no more about it.

Warehouse insurance is, therefore, "up to the warehouseman." Since the patron trusts the warehouseman, it becomes the duty of the industry to make good. Our public warehouses have had wonderful growth because a high degree of integrity (within thirty years) has merited the public's patronage; it would now appear that if warehoused goods are to be properly insured, and insured at best rates, the warehouseman must shoulder the responsibility.

In cities almost without number have arisen modernly constructed warehouses which leave nothing undone for fire prevention. To the proprietors of such houses no suggestion can be made for improvement. We have, unfortunately, less than 30 per cent of fireproof warehouse capacity (merchandise 15 per cent, furniture 12 per cent) of the 164,678,989 square feet mentioned in the 1925 Warehouse Directory published by *Distribution & Warehousing*; and only 21 per cent more than can be classed as slow-burning construction (merchandise 16 per cent, furniture 5 per cent). A fair part of the warehouse capacity is not, accordingly, so constructed as to be beyond some possibilities for improvement.

Manufacturing Hazards

THE explanation for this odd oversight as to insurance on the part of manufacturers lies, probably, somewhere back in their training as manufacturers. A manufacturer can not, beyond certain limits, control his fire insurance rates. He can install best prevention devices in the plant. Having thus done what he can to diminish the hazard, he must pay such a rate as the "underwriters" bureaus assess. More he can not do. For the manufacturing hazard is ever present—moving machinery, combustible and inflammable materials and processes, employees with their inevitable carelessness and accidents, etc.

When, therefore, the manufacturer comes to warehouse his goods at distant points he fails often to sense that conditions are different from those of the factories differ from those of the factory.

THIS is another of a series of texts which Mr. Haring is writing for the information of public storage executives, and supplements the articles, largely for sales and traffic managers, begun in the April issue of *Distribution and Warehousing* under the title, "Public Warehousing and Economic Distribution."

While this present article on insurance is intended primarily for warehouse operators, it will be found of informative value for shippers who use public storage plants for distribution. Mr. Haring's study of warehousing covered a period of several years and he knows his subject.

The warehouse seeks to eliminate all manufacturing risks. The hazards of machinery and of workmen disappear, as do also the dangers from loose materials, exposed merchandise, open containers and packing stuffs. These facts should be obvious to the warehouse patron but for the ordinary manufacturer they seem to be one of the things overlooked.

The exclusion of hazards reduces the rate of insurance. Warehouses, therefore, which exclude hazards enjoy low insurance ratings; those which allow them to remain, are penalized by high ratings. Good warehouses, modernly constructed, offer rates for insurance far below what is possible for the factory, lower even than for the factory's detached storehouse. Such up-to-date warehouses in each city provide the lowest rate of insurance for any stored

Discussion of Mr Haring's Article by C. R. O'Brien —Insured Warehouse Receipts Is Another Phase

MR. HARING'S article on insurance was in advance of publication submitted to Clarence R. O'Brien, chairman of the insurance committee of the merchandise division of the American Warehousemen's Association, for such comment as

he desired to make. Mr. O'Brien, who is general manager and treasurer of the New Bedford Storage Warehouse Co., New Bedford, Mass., presents the following thoughts in a letter to *Distribution & Warehousing*:

"THERE appear to be some matters pertaining to warehouse insurance in this particular section that Mr. Haring has not covered, such as for instance the fact that in our warehouses we are permitted to store cotton and canned goods in the same building and in the same room, each taking a different rate, canned goods taking a rate of 15c. per \$100, while cotton takes a rate of 20c. There are many other commodities taking various rates, and it is not stipulated that we shall exclude the higher rated articles from the buildings or rooms in which the lower rated articles are stored.

"The New England Insurance Exchange, located at Boston, promulgates the rates in New Bedford. Undoubtedly we might secure a lower rate on canned goods if we did not mix the higher rated commodities. However, the rate seems to be low compared with some of the rates quoted in other parts of the country and, I think, are low enough for all practical purposes.

"Mr. Haring does not mention insured warehouse receipts as issued by our company. *Distribution*

& *Warehousing* published an article on this subject several years ago. I think we are the only ones, in this part of the country, at least, issuing insured warehouse receipts. They are not issued on a 'fully insured' basis. A specific amount is mentioned, which may be increased or decreased from time to time by endorsement or by issuing new certificates.

To Be a Convention Topic

"The committee on insurance, of which I am chairman, of the American Warehousemen's Association is contemplating before the December convention a system whereby a reporting form of policy may be obtained by a warehouse company and paid for on a monthly average of insurance in effect, so that insured warehouse receipts may be issued. It is possible that a 'fully insured' receipt may be issued, but up to date we have not developed that point.

"The 'fully insured' receipt is issued by some warehouses in the South storing cotton, but so far as it affects the storage of merchandise in this section, and because we are the only warehouse company

issuing insured receipts, there has been no serious attempt made on our part to issue these so-called fully insured receipts yet.

"My mention of the insured warehouse receipt—or, as it is sometimes called, automatic insured warehouse receipt—is not for the purpose of amending Mr. Haring's article. I shall be glad to give him what information I can as to our system. You may be able to secure information from W. J. Montgomery, deputy attorney, New York Reciprocal Underwriters, 212 Fifth Avenue, New York City.

"So far as I know, the New York Reciprocal is not yet writing warehouse insurance on merchandise, but they propose to do so. Stock companies are not permitted, under their conference rulings, to issue a reporting form of policy on exactly the same basis I have in mind. It is sometimes done, however, and is, I think, the only economical method that could be pursued in handling insurance on merchandise by warehousemen.

"I think Mr. Haring's article is excellent, and it shows that he has made a keen study of the situation."

goods. Other warehouses—and of these there are very, very many—cannot offer their patrons low rates, sometimes (in rather rare instances) not as low as the manufacturing departments obtain for goods in process of fabrication.

With warehouses, too, certain processes akin to manufacturing may be found. Handling general merchandise, packing furniture and the like are strictly limited by the underwriters, the usual provision of the policies being:

"No manufacturing processes or changing of packages allowed, excepting such operations as are necessary for preservation of the goods. Labels may be attached but lacquering or varnishing is prohibited."

Any "permissible work" is carefully circumscribed by the attached riders to the policies which limit the number of men to be employed, tell minutely what may or may not be done, require cleaning of rubbish at the close of each day, forbid smoking, etc.

Such regulations apply to merchandise storing, furniture warehousing, cold storage, but with the grain elevator or

the cotton compressing house or the tobacco leaf-sorting shed there are introduced into warehouses a number of processes akin to manufacturing. With such warehouses, the two functions of storing the goods and conditioning them are distinctly separated. If the conditioning operations are not segregated, prohibitive insurance rates result. The powerhouse and the dryer-room of the grain elevator are separated from the storage tanks by proper distances. It is required also that the elevator equipment for drying, cleaning, bleaching, etc., shall be "in a separate building communicating with the elevator only by spouts, screw conveyor above ground or in an incombustible tunnel." This reads much like the wording of the policies that cover cold storages, as applying to the refrigerating equipment.

With cotton warehouses, the owner is obliged to guarantee "that a clear space of not less than 100 feet will at all times be maintained between cotton insured hereunder and any gin-house or other special hazard," this being known as the 100-foot warranty clause of cotton warehousing. Failure to observe

this agreement renders the insurance inoperative. If the cotton warehouseman grows careless, the owner of the goods who has trusted his integrity is the loser.

In the tobacco warehouse there goes on an unending sorting and rehandling of the leaf throughout the three years of ordinary storage. Tobacco warehouses where tobacco is stored in hogsheads, with positively no conditioning within the enclosure, enjoy lowest rates—such storage being principally in open sheds in suburban localities. Other tobacco warehouses are obliged to cut off the steaming equipment and dryers from the warehouse and the assured agrees under penalty of loss of all protection "that the arrangement of the machine or machines will not be disturbed, as passed upon by the Fire Insurance Inspector and indicated in Certificate No. —."

For tobacco sweating and drying, temperature ranges are also definitely set, there being additional premiums charged where the temperature rises above 125 degrees, where the source of heat is inside the sweat-room, etc. One of the highest insurance ratings in all the

warehousing industry is to be found with tobacco "pack barns" or "curing warehouses," and even with these excessive rates the owner is obliged to become co-insurer for one-fourth of the value. Claims are adjusted only on the basis of three-fourths of market value, the reason being that temptation must be taken from the owner to fire his tobacco in storage (or incite his jealous neighbors to turn incendiaries).

Helter-Skelter Storing

CONDITIONING processes occur with many types of the warehouse in addition to those mentioned. Such are hops, sugar, coffee, rice, sponges, peanuts, repacking eggs in cold storage, packing in furniture warehouses, labeling canned goods, salting the brine for provisions or salt fish, all the many things under "work orders" in merchandise storages.

The warehouseman may himself cause fire hazards to the goods for which he is bailee. He may be careless to the extent that his house loses all standing with rating bureaus; his "housekeeping" may be so slatternly that insurance rates are high; by failure to enforce "no smoking" rules, his insurance may even be canceled; by helter-skelter stowing away the goods he may so intermingle hazards that low rates become impossible.

Rates for insurance follow the rates for freight when a mixed lot is concerned: the mixed lot is charged the rate of the highest-rated portion of the whole regardless of the proportion of that portion. If, therefore, the warehouseman stores straw bottle-covers on the same floor with canned goods, the canned goods must pay the rate for straw bottle-covers. The canned goods would in that case pay an excess insurance of 25 per cent. If silk (either raw or in the piece) is stored near certain drugs, the rate for the silk advances 50 per cent. If vacuum cleaners or talking machines are placed on the same floor with broom-corn or brooms in bales, the rate for the first two named articles goes up 25-30 per cent.

If the warehouseman is careless in such items as these, the distant owner of the goods who has trusted him suffers. Such an owner pays the bill for insurance, not knowing that, due to the warehouseman's oversight or ignorance, the insurance is excessive. Had the warehouseman properly separated high-rated from low-rated merchandise in store, the owner of the goods would benefit. His reliance on the warehouseman would then be warranted.

It is pertinent, moreover, to remember that high rates for insurance indicate hazards. High rates are penalties exacted for such hazards. High rates are a sort of fine—a fine not paid once and forgotten, as with traffic punishments, but paid once and repaid endlessly with each year's premium. If one warehouse offers insurance for contents at 25 cents per \$100 per year, while a competitor offers 75 cents, the owner of the goods may know that one warehouse is judged to be three times as risky as the other.

It is not necessary to inspect the storages; the rate tells the story.

Low Insurance Means High Safety

THIS condition is quite unlike that of the factory where the rate is fixed. For the patron, too, the path is abundantly sign-posted.

Warehousemen have the custom of advertising their insurance ratings. These statements should lead the patron to make similar inquiry from those who do not announce the rate.

It would seem to be axiomatic that a patron would favor the warehouse with the lowest insurance rate. That house holds out every likelihood of being the better constructed, the better protected, the better "house-kept." It is apt to be in every way the more desirable place to store. Yet it is noticeable, as warehouses are visited, that these principles are overlooked by the manufacturer. A visitor almost gasps at some things he sees.

An Indiana manufacturer, whose traffic department is known by the railroads as ready to quarrel for fractional cents in freight rates, warehouses its goods in carloads at some 200 centers. For months and months this company's wares were encountered in all sorts of warehouses, with apparently no regard for risks to the goods.

At one Ohio city its spot stock was found to be paying \$2.61 per \$100 per year for insurance, whereas at another warehouse, within two blocks of the first, coverage would have cost only 85 cents. In another Ohio city the same patron was paying \$4.50 per \$100 for insurance, but if it had utilized another warehouse in an adjoining city (eight miles distant but enjoying identical freight rates) the insurance rate in a modern warehouse would have been 80 cents. It is almost needless to say that the \$4.50 rate found the goods in a rat-infested dust-laden "warehouse" of frame construction with large open spaces.

Some of the warehouse connections of this manufacturer were so strikingly absurd, and the concern itself so important as a distributor of goods, that occasion was made to discuss the question with its officers. The expected was unearthed. The firm's warehouse connections were made on the basis of charges for storage, because that basis had the appearance of being least expensive. No attention had been given to the rate for insurance, it being taken for granted that nothing could be done for improvement. An immediate investigation was made, followed by a re-rating of warehouses; in November, 1922, changes began to appear in the firm's warehouse contracts. At the close of 1923, after thirteen months, the company showed a reduction in insurance of their warehoused goods of more than \$11,000, a sum which represented one-seventeenth of their total "warehouse and transfer" expense for the year.

This is an extreme instance. Everywhere, however, patrons should remember that any unusual size of the insurance premium is a red flag of danger.

Each line of goods carries a fairly well-defined cost for insurance, which is familiar to the owner because he knows its peculiarities. Wherever this fair average is exceeded for a warehoused stock, the manufacturer should look elsewhere for storage space. Inspection of the warehouse, or the expense of a trip, is not needed. The rate tells the tale: the risk is heavy.

In a Southern jobbing city stand three warehouses—on two adjacent streets, and all with rail connections to the Southern Railway—whose tariff for handling and storing are identical so far as any test can ascertain. Their insurance rates (for buildings) are 13.5 cents, 37 cents and 55 cents per \$100 per year, according to the underwriters schedule. Two of them mention their rates in advertisements or circulars; the third maintains silence.

No outward explanation of the differences is patent, but internal examination showed up the divergencies. Then their sprinkler installations and watchman services quickly told the story, as well as their general attention to cleanliness—one of them had a messy accumulation on each of two floors visited. But the distant owner of goods would have been warned away from the warehouse with the 55 cent rate—if he had compared the rates for insurance. The spread of rates in this instance was a mathematical indication of hazard to his stored goods.

Nor are these instances rare, although they are extreme. Examples might be multiplied indefinitely out of the encounters of any warehouse inquiry.

Forbidden Articles in Store

WHEN a warehouseman follows helter-skelter methods of storing he is prone to pay no attention to forbidden articles. He may keep shy of carbide and black blasting powder but he is apt not to refuse storage to other articles which introduce hazards. The competition for business is a factor not to be overlooked, all the time, and yet a single lot of goods may penalize every hundred dollars worth of goods in the house.

So commonly is this the case throughout the country that insurance rates for warehouses often just take for granted that dangerous and forbidden articles will not be excluded. They are accordingly made on the highest-rated goods, thus depriving the warehouse patron of the low rates to which he is entitled.

The two classes of "chemicals" and "vegetable fibers" are the cause of high ratings. From an underwriter's viewpoint, chemicals and fibers multiply risks enormously. For rate-making purposes they classify warehouses into two groups—those that refuse and those that accept these products. Such warehouses as refuse them and validate that refusal by a signed covenant with the insurance companies are accorded a lower rate of insurance, and this favored rating benefits the owner of every \$100 of merchandise stored in the warehouse.

Except in a dozen or fifteen cities, warehousemen have been exceedingly

negligent. They have not promised to ban the forbidden articles. In the past the patron has given so little heed to insurance that this practice made little difference, but if manufacturers begin to examine insurance ratings as they do freight ratings, the practices of warehousemen will go through some interesting upheavals.

In a Wisconsin warehouse an extreme case was encountered that finely illustrates this point. A jobber of stationery and school supplies stored with a warehouseman a lot of raffia and pine needles for kindergarten work. The quantity was small; the warehouseman's earnings of no consequence. Yet this small amount of two forbidden products classed that warehouse unfavorably with the underwriters. A sharp-eyed insurance inspector recommended that the goods be excluded; the warehouseman formally signed the "stipulation" contract; forthwith the annual insurance rate dropped 6 cents per \$100 both for the warehouse structure and for every item of its stored contents.

In another city a patron (whose account amounted to \$280 a year) stored innocent-looking lamp-black and rosin, which were the only forbidden articles in the whole warehouse. It proved to be good business judgment to insist on removal of these goods (with execution of the insurance "stipulation"), because the rate immediately was reduced 12 cents for building and contents. The building itself was being carried for \$300,000 insurance.

The "stipulations" referred to must, of course, be executed by the warehouseman, who must also enforce the regulations. They benefit chiefly the owner of the goods, whose insurance goes down. For warehouses in Greater New York, for illustration, wherever the proprietor lives up to these "stipulations" the reduction in rate of insurance is 20 cents per \$100; in San Francisco, the benefit is somewhat greater, being 30 cents.

In this respect, to repeat what has already been stated, insurance rates follow the principle of freight rates. A mixed lot of goods carries the rate of the highest-rated portion of the lot. A few barrels of lime on the floor of a warehouse may suffocate firemen who enter, once that water has reached the barrels. Therefrom it follows that lime in storage increases the fire hazard, because firemen can enter in safety only when wearing masks. Celluloid ornaments or tanks of acetylene should no more be warehoused in a building with furniture and print paper than gasoline should be stored in the boiler room of the factory, and yet the manufacturer who would rage at the latter combination may, unthinkingly, consign his finished products into the midst of the former assortment.

Lessons from Cotton Warehouses

WAREHOUSEMEN of miscellaneous merchandise are familiar with the insurance requirements in the storing of paper in rolls or bundles, baled excelsior, Japanese goods, etc., in the matter of requiring a fixed percentage of aisle space,

and space next to walls and steel columns, in order that the building shall not be wrecked if water expands the goods. Many commodities present similar problems, of which one such is cotton.

Cotton does not expand as other fiber products do, but uncompressed cotton is a mass of fibery bits that invite conflagration. A spark will spread over an entire cotton storage in a minute or two—so quickly in fact that ordinary firemen's devices are worthless. Nothing short of a wall will stop the blaze.

The fire underwriters' association introduces its rules and regulations for cotton warehouses with the following sentences:

"The most effective means of reducing fire loss in cotton storage is the limitation of the amount of cotton subject to a single fire. This limitation can best be secured by storing in separate buildings, separated by adequate clear spaces. Where storing in one building, limitation should be secured by suitable firewalls designed to resist the transmission of fire from one compartment to another."

Those three sentences are a succinct, yet complete, statement of what might be termed the "gospel of cotton insurance."

The rates for cotton warehouses penalize the warehouseman who does not thus build walls against flash-fires. Segregated lots are vitally demanded, as may be seen by the rate reductions for warehouses that compartment their storages.

If compartments are limited to a capacity of uncompressed cotton of not to exceed:

Bales	Deductions from the base-rate for insurance are given of:
	Per cent
500	64
1000	60
1500	52
2000	44
2500	36
3000	28
3500	20
4000	12
4500	6

For compartments of 5000-bales capacity no deduction is allowed, but should the warehouse disregard the maximum of 5000 bales to a compartment its rate is penalized by additions to the base-rate according to this schedule:

For capacity of uncompressed cotton up to:	There is added to the base-rate for insurance:
Bales	Per cent
5500	6
6000	14
6500	22
7000	30
7500	40
8000	48
8500	54
9000	62
9500	70
10000	80

Despite the high inflammability, cotton warehousemen, by observance of these conditions, together with others as to cleanliness, trash removal, 100-foot warranty, iron safes for records, etc., have demonstrated that "all risk is taken from cotton in storage." This may be indicated by saying that the basing rate for cotton warehouses in the South is \$2.50 per \$100 per year. This is a high rate, fully indicative of the inherent perils of cotton storage. The basing rate

for grain elevators, for comparison, is only \$1 per \$100. Nevertheless good cotton warehouses advertise a rate for insurance on stored cotton anywhere from 12 to 22 cents per \$100 per year—evidence that cotton storage may be made safe. Reductions of 92-95 per cent from the basing rate were not granted by the fire underwriters without sufficient warrant in fire-prevention conditions.

Peculiar Warehouse Coverages

FOR the cold storage patron the "consequential damage exemption clause" sometimes brings grief, because he has overlooked that item of the policy. The wording of this clause is, indeed, pretty technical. Even bankers have been met who could not make its lines intelligible. It provides that the owner of cold storage goods has no claim for damage to his goods if caused by change of temperature within the warehouse as result of destruction (total or partial) to the refrigerating apparatus. Loss to the goods, due to interruption of the refrigerating processes, is not insurable. If, of course, fire or tornado destroys the entire warehouse, the owner's insurance covers, but he has no claim for recovery if only the refrigerating equipment be disabled.

This "consequential clause" is highly important. Prompt action in removing goods to another cold storage is necessary if they are to be saved from damage from the inevitable rise of temperature when the equipment is put out of commission.

Under the Uniform Warehouse Receipt Act the warehouseman is liable for failure of the goods to correspond with the description he gives for them in the receipt. The fire insurance companies, for a small premium, will insure the warehouse against such misdescription, under the title of "Warehouseman's Error and Omission" insurance, these policies protecting him also against error in making delivery of goods contrary to the orders of the owner, legal liability for oversight in essential items of the receipt itself, etc. For such protection the usual rate of coverage is 25 cents per \$100 added to the base rate of the warehouse building, but "blanket" policies will not be written to cover more than one warehouse building.

Under the law, too, the warehouseman is given a lien against the goods for his own charges, together with advances made. This lien has been adjudicated to be "an insurable interest in the goods," and the warehouseman is enabled to protect this interest against loss by fire. It is therefore written by the insurance companies, the principal sum insured being the total uncollected charges and advances, known as "Warehouseman's Accrued Charges." The rate per \$100 varies from 25 to 40 cents added to the base rate for the warehouse building, it being 35 cents in Greater New York.

For procuring insurance for account of his patron, the warehouseman may run into liability. In many States, for some

commodities, the warehouseman is obliged to procure insurance coverage for account of the owner. Sometimes he must do this for *all* goods in store; sometimes only *when* requested by the owner; in one State always unless requested *not* to do so. The Courts have held, applying to either case, that "where the warehouseman agrees with the owner of the goods stored with him, at the time of deposit, to have the same fully insured against fire, the warehouseman is liable for the value thereof, in case of their destruction from this cause." In Kansas City, if any "regular" elevator or provisions warehouse is so conducted that insurance on the goods in store is not procurable, the warehouseman becomes insurer for full value until the underwriters will again assume the risk.

For the staple commodities of agriculture the regulations of the States vary greatly; under the United States Warehouse Act the warehouseman (in the absence of State law to the contrary) may elect whether he will or will not provide the insurance for patrons, but he must post notice giving in detail his practice.

In a few States (Georgia, Massachusetts, New Hampshire, North Carolina, South Carolina, and possibly others) the statutes require the warehouseman to provide insurance coverage for general merchandise upon request of the owner, the law reading to this effect:

"Such warehouseman shall, upon request in writing by a party placing property with him for storage, cause such property to be insured for whom it may concern."

This is the wording in four of the States just named, but Georgia has an old law of 1899, which seems never to have been repealed, which puts the matter in just the opposite manner:

"Every bonded public warehouseman shall cause to be insured for the benefit of whom it may concern, UNLESS requested NOT to insure by the owner, all property placed in storage with him. . . ."

Massachusetts makes special provision for railroad-owned warehouses in the proviso that "a railroad corporation acting as warehouseman may itself be the insurer."

In any case where the warehouseman is obliged by the law to procure insurance coverage, or where he agrees with the owner so to do, and fails to secure adequate insurance, he becomes himself the insurer. In case of loss he is unquestionably liable for the value.

The warehouseman in obtaining insurance for others must see to it that the goods are properly described—with accurate allocation in the warehouse buildings if specified in the insurance policy. Neglect may throw upon a careless warehouseman liability for loss. A peculiar case was that of a warehouseman whose receipt stated that the goods were to be stored in a certain building, but they were actually placed in another. The latter burned; but the insurance companies denied liability because their description placed the goods in the building named in the receipt; the warehouseman was held to be liable for the loss, because the error was his.

Policy Should Accompany Receipt

FOR commodities traded over the exchanges it is a usual provision that insurance policies shall run in favor "for whom it may concern" or similar expression, so that the goods will at all times be protected without regard to ownership of the warehouse receipt. Throughout the cotton-growing South all fire insurance for stored cotton is simi-

larly written. This is as it should be.

With owners of goods, however, there is a careless habit of having the stored goods insured in owner's name; endorsing the policy as they would a negotiable instrument and handing it over to the warehouseman (along with the receipt) as security for advances or a loan. This prevails particularly with produce dealers whose goods repose in cold storage. An insurance policy thus indorsed is no protection to the warehouseman or any other who may have an interest in the goods.

It is specifically stated in the printed portions of the policy that the underwriter takes no cognizance of any such transfer of the policy. The policy is not a negotiable instrument. The underwriter becomes liable for a loss *only when* its consent to the transfer of interest is written on the policy, a form for this consent being printed on the back of all standard policies. Many reasons support this as a rightful attitude for the underwriters, such as moral or credit standing of either original insured or the new transferee, the possibility of duplicate policies being in existence under "lost policy certificate," cancellation of the policy for non-payment of premium—all of which might occur without knowledge of the warehouseman or other transferee.

It is presumable that whoever holds possession of the insurance policy has also major interest in the value of the goods. That interest should never be jeopardized by doubt as to the insurance coverage. There is, too, the further matter of adjustment of loss, if any. The underwriter will deal (and can lawfully deal) only with the party to whom it is obligated, that party being the one whose name appears on the policy as the insured.

Announcement of Change of Ownership of "Distribution and Warehousing"

DISTRIBUTION AND WAREHOUSING PUBLICATIONS, INC., has been incorporated at Albany, N. Y., and has been taken over from the Chilton Class Journal Co., the publishers of *Distribution and Warehousing*, the national business journal of the public storage industry. The new corporation becomes a subsidiary of the United Publishers Corp., which publishes several score of business magazines in cities from coast to coast. The officers and directors of *Distribution and Warehousing Publications, Inc.*, located at 243-249 West Thirty-ninth Street, New York, are as follows:

President and general manager, Andrew K. Murray; vice-president, Kent B. Stiles; secretary, J. K. Lasser; treasurer, E. P. Beebe; assistant treasurer, H. S. Webster, Jr.; directors, Charles G. Phillips, Fritz J. Frank, H. J. Redfield, Andrew K. Murray and Kent B. Stiles.

Mr. Murray, who heads the new corporation, has been nineteen years in the publishing business, starting in Chicago

as a member of the staff of *Western Electrician*. From there he went to the Gage Publishing Co.'s *Electrical Record*, and thence to the *American Lumberman*, Chicago. In 1913 he became Pittsburgh manager for the Penton Publishing Co., Cleveland, publishers of *Iron Trade Review*, *Foundry* and other journals. In March, 1916, Mr. Murray joined the Chilton Class Journal Co., a U. P. C. subsidiary, as business manager of *Tire Rate Book*, since purchased by Edward Lyman Bill, Inc. In January, 1924, Mr. Murray became business manager of *Distribution and Warehousing*, a position he will continue to hold.

Mr. Stiles, vice-president of the new corporation, is one of New York's veteran newspapermen. He joined the *World* editorial staff in 1905 and served successively with the old *Evening Sun* and the *Brooklyn Daily Eagle*. In 1912 he joined The Associated Press, holding positions as reporter, wire editor and assistant city editor. In August, 1919, he joined the Class Journal Co. as editor of

Distribution and Warehousing, the position he holds today.

Mr. Lasser, secretary of the new corporation, is assistant secretary of the United Publishers Corp.

Mr. Beebe, treasurer of the new corporation, is treasurer of the Iron Age Publishing Co., a U. P. C. subsidiary.

Mr. Webster, assistant treasurer of the new corporation, has been since January, 1924, assistant business manager of *Distribution and Warehousing*. Prior to that he was assistant to Mr. Murray on the old *Tire Rate Book*.

Of the directors of the new corporation, Mr. Phillips is president of the United Publishers Corp., Mr. Frank is president of the Iron Age Publishing Co. and Mr. Redfield is secretary of the United Publishers Corp.

The business and editorial policies of *Distribution and Warehousing* remain unchanged under the publishing supervision of *Distribution and Warehousing Publications, Inc.*

Our Tendency in Distribution

Some Thoughts on the Present Rate Structure

THE appended text was written for *Distribution & Warehousing* by a Government official and should be read in direct connection with contention filed with the Interstate Commerce Commission by the American Warehousemen's Association to the effect that (1) each class of railroad service should reflect difference in expense and (2) the public storage industry's function should be fitted in with future rate construction. These contentions were set down in some detail in the July issue of *Distribution & Warehousing*.

The Interstate Commerce Commission's inquiry, authorized under a Senate joint resolution approved last January, involves a thorough investigation of the rate structures of common carriers in order to determine to what extent and in what manner existing rates and charges may be unjust, unreasonable, unjustly discriminatory, or unduly preferential, thereby imposing undue burden or giving undue advantage, as between various localities, various classes of service, and various kinds of commodities. The Commission is instructed to make such changes and adjustment of rates and charges as may be found necessary to correct any defects discovered to exist.

The public storage industry has, through the American Warehousemen's Association, long contended that both it and the carriers would be benefited by a wider spread between carload and less than carload rates. That, in the opinion of the Government official who wrote the text herewith below, must be the next step—"a wider differential between full and part carload rates." His text follows:

DURING the past two years there has been a decided change in our railway traffic. With a decrease in basic commodities there has been an increase in general package freight and in less than carload traffic, as compared with carload merchandise.

Herbert Hoover, Secretary of Commerce, has attributed the cause to the tendency—

"To reduce the capital invested in current national stocks of goods and consequently the cost of distribution"—stating that—

"Under assured delivery long advance orders to manufacturers are becoming less in volume."

The general merchandise warehousemen of the country note some improvement in their storage business. When one considers that during the first six months of 1925 the warehouseman has witnessed the heaviest traffic in the railroads' history, he cannot infer that much of the package freight is being distributed through centralized agencies. It is mostly a factory-to-jobber movement.

It is conceded that the motor truck is making an inroad upon the less than carload short haul and carload freight, taking business away from the railroads connecting the densely populated regions.

But the motor truck is only beginning, and as long as "quick turnover buying methods" prevail it will have good business.

The railroads, despite the less than carload motor truck competition, are carrying greater quantities of package freight, both in carload and less than carload quantities.

In handling less than carload freight the carrier must load and unload the car. In many ways it is much costlier to the roads than the carload shipment; therefore, usually the less than carload rate is higher than

the carload. Yet there are many instances where "any quantity" rates prevail, where there is no inducement for centralized carload distribution.

Is this just?

Or do we face a change wherein motor truck and railroad join as interstate and intrastate carriers, each serving within the scope of its marginal earning capacity?

It seems that our traffic development in distribution today is "unnatural." The tendency, one might rightfully expect if our rates are properly aligned, would be a lesser ratio of less than carload to carload movement, with a far greater amount of carload high class freight.

Such a situation would indicate economical distribution. This condition also would be complementary to a greater "occupied space" in storage warehouses—for nearby less than carload motor truck distribution, or for package car shipment.

As long as shipments are routed less than carload from manufacturer to consumer, the public must expect to pay for uneconomical distribution. (The savings through quick turnover buying are "invested" in transportation.)

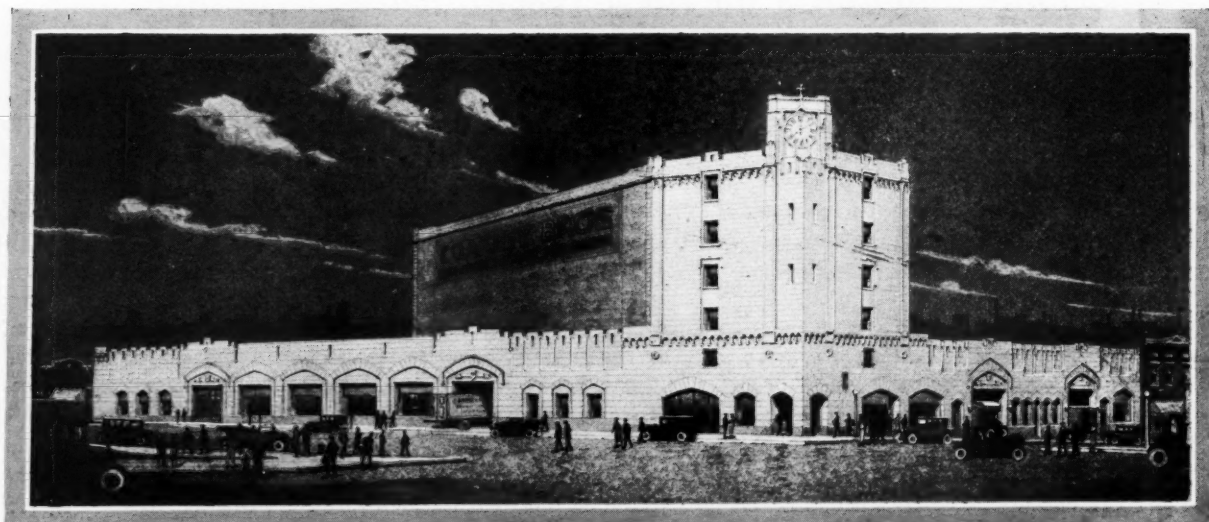
There are many exceptions to this general rule, but a great number of these would be eliminated by a reduction of carload class and commodity rates—or an increase in less than carload charges.

This must be our next step—a wider differential between full and part carload rates.

It is logical that cost of service, as well as competitive conditions and fair practices—should have careful consideration, if the present 5¼ per cent set by the Interstate Commerce Commission as fair and adequate return is to remain the goal.

Coakley Bros. Fireproof Storage Co.
Milwaukee, Wis.

WHAT'S WHAT IN LXXXVII



OWING to the increasing demand for strictly fireproof storage facilities the Coakley Bros. Fireproof Storage Co., Milwaukee, has started construction on a new warehouse located in the heart of the automobile district, at the intersection of North and Prospect Avenues, two of the city's most important thoroughfares. Considerable opposition to the building was met with from neighboring property owners who at the time were not aware of the artistic appearance to be given the building.

The warehouse is to be six stories and basement in height, covering a ground area of 7,500 square feet. To the left is to be built an automobile salesroom covering a ground area of 5,000 square feet, and on the right a garage with a ground area of 6,500 square feet. The street frontage of the combined buildings will be longer than 300 feet.

The design of the exteriors is an adaptation of Gothic Motifs, with a three dial clock surmounting the warehouse at the intersection of the two avenues. The material used throughout on the front elevation is cream colored terra cotta with a lustrous finish.

The automobile salesroom and garage on each side of the warehouse will have a span of 85 feet between walls and are built without any interior columns, the roofs being carried by steel trusses spanning from wall to wall. Both these buildings will be heated from the heating plant in the warehouse.

The plans call for the warehouse offices, on the front street floor, to have the walls and ceilings finished in imported Caen stone plaster and the floors finished in terrazzo laid out in alternate black and white squares.

At the rear of the office is located an automatic passenger elevator which, on the other side, has an opening on the shipping platform so that it may be used for small articles of furniture. A drivers' room also is located at the rear of the office, so that the men may turn in their day's receipts without entering the office.

The rear portion of the first floor is devoted to shipping room and driveway. The vans enter the warehouse from a rear street and the freight elevator is located so that they may load and unload directly into the elevator. On either side of the elevator there is space for two more vans to back in at one time. The rear driveway doors are electrically controlled by merely pushing a button located on the shipping platform.

The basement contains the packing room, excelsior room, heating plant, etc. Of the upper floors, the second contains a plastered piano-room, the trunk and rug vaults and individual rooms. The third and fourth floors are divided into individual rooms. The two upper floors are open.

On account of the character of the neighborhood, all side and rear walls are being faced with a facing brick, thereby hiding all parts of the concrete structure and adding to the attractiveness of the building. It might be mentioned also that the building is steam heated throughout with a vapor vacuum system; and that all rulings of the Board of Fire Underwriters have been followed in order to obtain the lowest rates of insurance.

The building was designed by and is being erected under the supervision of George S. Kingsley, architect, of New York City and Chicago.

NEW BUILDINGS

LXXXVIII

Federal Storage Co.
Washington, D. C.

THE warehouse now under course of construction in Washington, D. C., for the Federal Storage Co. will be one of the most beautiful and best equipped warehouses in the country when completed. This building is located at the corner of Florida Avenue and Ontario Road, practically across the street from the residence occupied by the Vice-President of the United States, and the beautiful design is well in keeping with the surroundings.

The treatment of the exterior and of the offices is in Italian Renaissance, leaning toward the classic. The front elevation is treated with a Blue Bedford limestone, and a face brick selected to blend with the stone and at the same time to emphasize the architectural beauty. Within the interior office the treatment corresponds with the exterior, with high vaulted ceilings, heavy oak antique doors, and with the walls wainscoted with Traver-tine.

On entering the main entrance on the first floor one is immediately impressed with the beauty of the main lobby, with the customers' counter in Italian marble, directly in front of him, and the clerical and working space so laid out that the objectional parts (if any) are concealed back of the private offices.

On the right are two comfortable private offices with sound-proof partitions, the entrance to which is through heavy oak antique doors panelled and designed to blend into the treatment of the interior. These offices serve the president and the general manager.

To the left we find a duplicate of the two doors shown on the right, one leading directly into a vault for the storage of valuable paintings and draperies. The main vault door is directly back of the wooden door. The other door leads into a ladies' retiring room.

The entire floor of the main lobby is of Terrazzo laid out in squares and so colored that the treatment will blend nicely with the general design.

Directly to the rear of the customers' counter and in plain view of the customer upon entering the lobby are two heavy vault doors. These doors are duplicates, having a wide architrave, and with the front surface of a specially polished steel. Each door has Crane hinges, a double pressure bar system controlled by hand wheel, and two combinations. These doors protect the silver vault and rug vault respectively. Suitable equipment has been provided for the silver vault to make it complete in every detail.

The fur vault will be equipped with the latest type of racks for furs and fur garments, and the vault will be provided with cold storage of a special type to maintain an even temperature of the proper degree with the proper humidity.

To the left of the fur vault and on entering from the rear are located the silver vaults and rug vaults. These vaults also are provided with the proper equipment in racks and shelves, for the safe and proper storage of rugs and trunks, and are provided with cork insulation and cold storage.

All of the five vaults are provided with special reinforcement of the latest type, eliminating danger of theft and robbery as nearly as possible.

To the rear of the trunk vaults and adjacent to the left-hand wall is located the locker room for white help; this includes a shower and wash basins.

The balance of the first floor is used for shipping and receiving platform, with a shipping clerk's office, heated, facing the shipping platforms and elevator.

A mezzanine floor is provided, with the exception of directly over the main lobby, and is enclosed by glass partitions with solid walls on the end, providing space for the storage of 500 pianos, and with a display room for the sale of musical instruments and valuable paintings.

Due to a pronounced incline or slope to Ontario Road, sloping toward Florida Avenue, the rear portion of the mezzanine floor is only approximately two feet above the shipping platform, permitting the handling of pianos either from the freight elevator or down an incline to the shipping platform.

The basement is laid out in an extremely economical manner, utilizing all of the space for some specific purpose, providing for a modern department of rug cleaning, with shampoo platforms, drying rooms, dust collectors, etc. A boiler room for heating also is provided, and the entire heating system is of the vacuum type. A special transformer room is included with private switchboards for the control of power. To the front a room is located for refrigeration machinery and bunker coils. Next to this unit is the packing room, with its excelsior vaults and lumber storage. The balance of the basement is used for the storage of piano boxes, barrels, book boxes, etc.

(Concluded on page 38)



FROM THE LEGAL VIEWPOINT

By George F. Kaiser

Texas Court Prohibits Limiting of Warehousemen's Liabilities

PROVISION in the contract of a warehouseman limiting his liability to \$50 for any piece or package is invalid under Texas law, it was decided recently by the Court of Civic Appeals of Texas. The Texas law, the Court held, prohibits any limiting of the warehouseman's liabilities or responsibilities, as under that law it is, independent of statute, the duty of a public warehouseman to use ordinary care to protect property stored with him, and the warehouseman is

responsible for full damages for failure to do so.

The action was one by G. W. Elliott against the Longwell Transfer and in the District Court of El Paso County the judgment was for the plaintiff. The defendant warehouse company appealed to the Court of Civic Appeals and the latter affirmed the judgment of the lower tribunal. The opinion of Justice Higgins of the Court of Civic Appeals is set down herewith in full as being of significance for household goods warehousemen:

"IN May, 1920, appellee [Elliott] delivered to the appellant [Longwell Transfer] for storage certain household goods packed in boxes. While in the possession of appellant some of the goods were lost. In December, 1922, the balance were returned to appellee in a damaged condition. Thereafter the appellee brought this suit, alleging that the appellant was a corporation and public warehouseman and bailee of goods for hire, holding itself out to the public as such; the delivery of the goods to the defendant, payment of storage charges, and that through the negligence of the defendant certain of the goods were lost and the balance damaged by water; and sought to recover damages for such loss and injury.

"Among other defenses the defendant set up the written receipt which it gave for the goods, and that in consideration of the reduced rate of storage its liability was therein limited to \$50 for each package.

"The material portions of the receipt read as follows:

"Received for the account of G. W. Elliott, value and contents unknown, the goods enumerated in the schedule annexed for storage upon the following terms and conditions:

"It is agreed that said goods shall be stored at owner's risk of damage by moth, rust, fire, flood, earthquake, depreciation by time or similar causes. The above firm is not liable for injury to fragile articles that are not packed, or that are packed or unpacked by others than the employees of the warehouse.

"The responsibility of the above firm for the contents of any piece or package is limited to the sum of \$50, unless the value thereof is made known at the time

What Don't You Know?

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of storing and receipted for in the schedule. An additional charge will be made for a higher valuation.

"The responsibility of the above firm for cartage, storage, and handling is limited to ordinary diligence."

"It appears that the damage was originally occasioned by a leak in the roof of the warehouse where the goods were stored which developed during a rain and wind storm occurring in January, 1922.

"The case was submitted to a jury upon the general issue. A verdict for plaintiff was returned, assessing his damages in the sum of \$1,500, with interest, and judgment was rendered in accordance therewith.

"Appellant presents no assignment which in any wise questions the sufficiency of the evidence to support the favorable finding in the plaintiff's favor upon any issue of fact in the case. All of the assignments relate to alleged errors in the general charge and the refusal of requested special instructions.

"[1] The Court instructed the jury that the provision in the contract limiting the liability of defendant to the sum of \$50 for any piece or package was invalid, and to disregard the same. Complaint is made of this instruction; it being asserted that this was a valid stipulation.

"The Courts of some States regard warehousemen as standing upon a different footing from that of common carriers, and uphold such contracts. As applied to a warehouseman, the question of his right at common law to make such a contract has never been decided in this State. We need not stop to inquire into the validity of the stipulation at common law, for it is forbidden under the statutes of this State relating to warehouses and warehousemen: Articles 7819 to 7826, Complete Texas Statutes 1920.

"Article 7819 reads:

"All persons, firms, companies or corporations who shall receive cotton, wheat, rye, oats, rice, or any kind of produce, wares, merchandise, or any description of personal property in store for hire, shall be deemed and taken to be public warehousemen.

"A warehouse, within the meaning of this Act, shall be a house, building, or room in which the above mentioned commodities are stored and are protected from damage thereto by the action of the elements." Vernon's Ann. Civ. St. Supp. 1922, art. 7819.

"Article 7824 reads:

"No public warehouseman shall insert in the public warehouse receipt issued by him any language limiting or modifying his liabilities or responsibilities as imposed by the laws of this state, excepting, 'not accountable for leakage or depreciation,' or words of like import

and meaning.' Vernon's Sayles' Ann. Civ. St. 1914, art. 7824.

"Under the law, independent of any statute, it is the duty of a public warehouseman to use ordinary care to protect property stored with him and is responsible for full damages occasioned by his failure so to do. Any limitation upon this responsibility is prohibited by article 7824. The stipulation in question is thus prohibited by said article.

"[2] Appellant asserts that these statutory provisions have no application to it because the record does not disclose that it had complied with and was operating under the Warehouse Act, citing in support of this position the ruling of this Court in *Security National Bank v. Farmers, etc.* (Tex. Civ. App.) 185 S. W. 649, where it was held that only those persons who received property in store for hire under the provisions of the Act, and only those warehouses which are owned or controlled, conducted, and managed in accordance with its provisions were within the purview of the Act.

"That decision was based upon the then existing definition of a public warehouseman and public warehouse as contained in article 7819 and upon article 7827 (Vernon's Sayles' Ann. Civ. St. 1914, art. 7827), which recognized a distinction between public and private warehouses and warehousemen, and which distinctly declared that the law had no application to private warehouses or to the issuance of receipts by their owners or managers.

A Distinction Abolished

"But by chapter 54, Acts Thirty-Sixth Legislature, 2 C. S. art. 7819, was amended so as to read as quoted above, and article 7827 was repealed. By this Act the distinction between public and private warehousemen who receive any description of personal property in store for hire is in effect abolished. They are all to be deemed and taken to be public warehousemen, governed by the statutory provisions, and such a warehouseman cannot escape the effect of those laws by a simple failure to comply with some of the provisions thereof. For this reason the ruling in the *Security National Bank Case* has no application. The record in this case fails to show that appellant has complied with the provisions of article 7821 nor is the receipt issued by it in the form prescribed by the law, but appellant's president testified that it was doing 'a general transfer and warehousing business, for the general public in El Paso, for hire.' This admitted fact rendered appellant subject to the provisions of articles 7819 to 7826, R. S., and under article 7824 it was not permissible for it to insert in its warehouse receipt the limitation of liability relied upon.

"The appellant also contends that the stipulation is not in conflict with article 7824, it being asserted in the brief that—

"If the above section were applicable in the present case, which we do not concede, but expressly deny, it would not change the rule permitting an agreement as to valuations, because there is no law in this State prohibiting such an

agreement. The statutory law is emphatically silent on the subject, and the common law, as shown above, expressly permits such agreements on the ground that they are a fair exercise of liberty of contract, and in no way contrary to public policy.'

"The common law, as stated above, imposes upon a warehouseman the duty of exercising ordinary care to protect property stored with him, and imposes full liability to respond in damages for any injury resulting from his failure so to do. It is obvious that the effect of the stipulation is to limit this responsibility, and this is expressly prohibited by article 7824.

"[3] It is further contended that said article is an unwarranted interference with the right to contract, and thus in conflict with the Fourteenth Amendment to the Federal Constitution.

"One undertaking to serve the general public as a warehouseman for hire engages in a business which affects the property of the public confided to his care, and in the exercise of the police power it is, in our opinion, competent for the Legislature to impose a restriction upon any right which he might otherwise have of limiting his liability to respond in full for any damages resulting from his own negligence. We think the statute is not subject to the constitutional objection urged against it. *Waters Pierce v. State*, 19 Tex. Civ. App. 1, 44 S. W. 936, at page 940, affirmed 177 U. S. 28, 20 S. Ct. 518, 44 L. Ed. 657; *Tex. Brew. Co. v. Durrum* (Tex. Civ. App.) 46 S. W. 880; *Am. Nat. v. Hawkins* (Tex. Civ. App.) 189 S. W. 330; *Orient Ins. Co. v. Daggis*, 172 U. S. 557, 19 S. Ct. 281, 43 L. Ed. 552; *Dillingham v. McLaughlin*, 264 U. S. 370, 44 S. Ct. 362, 68 L. Ed. 742; *Shallenberger v. Bank*, 219 U. S. 114, 31 S. Ct. 189, 55 L. Ed. 117; *Holden v. Hardy*, 169 U. S. 366, 18 S. Ct. 383, 42 L. Ed. 780; *Solon v. State*, 54 Tex. Cr. R. 261, 114 S. W. 349.

"For the reasons indicated the Court properly instructed the jury to disregard the provision in the contract limiting the appellant's liability.

"[4] The eighth paragraph of the court's charge is as follows:

"If you find in favor of the plaintiff, and that any part of the goods returned to plaintiff were in a damaged condition, the measure of damages as to such item or items would be the difference between the actual value of the goods to plaintiff on the date of their return in the condition they would have been in had ordinary care been used to prevent damage, if ordinary care was not used, and their actual value to plaintiff, if any, in the condition they were actually in when returned to plaintiff.'

An Instruction to the Jury

"The only objection made by appellant to this paragraph prior to its submission to the jury reads:

"The defendant objects to the eighth clause of the Court's charge because the said charge is erroneous and does not state the true measure of damages, in this, that it attempts to place the measure of damage at the actual value of the

goods to plaintiff, irrespective of the market or intrinsic value of the goods of like character in the city of El Paso, Tex., at the time of the alleged loss or damage to the said goods; it not having been shown that the goods, consisting of sheets, pillow cases, towels, dish rags, table cloths, napkins, window curtains, laundry bags, dresser scarfs, etc., had any especial or sentimental value which would make them of more value to plaintiff than new goods of a like character.'

"At the request of appellant the Court gave its special instruction No. 13 as follows:

"You are instructed with reference to the measure of damages that you will take into consideration the cost of the various articles, the extent of their use, whether worn or not, their deterioration, if any, by reason of age, their deterioration, if any, by reason of long storage, and their deterioration by reason of the natural causes or inherent defects, and the time at which the value will be fixed is the time that the plaintiff demanded the return of his goods, or the date the boxes were delivered to plaintiff.

"The only objection to paragraph 8 presented in the brief is that it is erroneous because 'the true measure of damages in this case for the household furniture and effects damaged being the difference in their actual value just prior to and just subsequent to the injury.'

Accumulative Damage

"Appellant assumes that all of the damage occurred at the time the goods first became wet in January, 1922, but there is evidence which indicates that the damage inflicted then was progressive and continued as the natural result of the first wetting until they were delivered to appellee in the following December. It appears that they were permitted by appellant to remain wet for a time, which caused them to mildew, gradually rot, and progressively deteriorate. Under these circumstances the Court properly fixed the date of redelivery as the time at which to estimate their value.

"[5] But in any event the objection now made is not the one presented to the trial court prior to its submission to the jury, and was therefore waived. Article 1971, R. S. Complete Texas Statutes 1920. Vernon's Sayles' Ann. Civ. St. 1914, art. 1971.

"[6] Furthermore, upon the principle of invited error, the appellant is precluded from making the present objection by his action in procuring the submission of its special charge 13, which likewise instructed the jury to fix the value as of the date of redelivery of the boxes.

"[7, 8] Error is assigned to refusal of an instruction giving a definition of an 'act of God' and instructing the jury that a warehouseman is not liable for goods destroyed by such an act without contributing negligence upon his part.

"The Court, however, gave another charge requested by defendant, submitting its defense that the injury was caused by an act of God, and it was not incumbent upon the Court to submit the

issue again. To have done so would have given undue prominence to this defense, and for that reason improper. Furthermore, under the main charge of the Court and special instructions given at the request of the defendant, it was made perfectly plain that the plaintiff

could not recover for any damage resulting from injury to the goods except that which was occasioned by the defendant's own negligence.

"[9] There are several more assignments which complain of the refusal of instructions requested. The general

charge, supplemented by six special instructions given at the appellant's request, fully and completely presented its defenses. This was all it was entitled to, wherefore these assignments present no error.

"Affirmed."

(Ark.) Forged indorsement of original depositor or owner in whose name negotiable warehouse receipt has been issued, held to confer no rights on bona fide purchaser for value; as forged indorsement is no indorsement in law.—*Weaver Cotton Co. v. Batesville Compress Co.*, 270 S. W. 509. Key No. 17.

(Where negotiable warehouse receipt was lost without indorsement of original bailor thereon, and his name was altered on the receipt, which was sold to bona fide purchaser for value, receipt held to confer no rights upon holder under *Crawford & Moses' Dig. § 10352*, subd. 3, under interpretation of sections 10349, 10355, 10357, as rendering warehouseman liable according to terms of receipt, as originally issued.—*Id.*)

(Ark.) Warehouseman held not negligent for delivery of cotton to owner who had lost receipts, as against purchaser of receipts, who had obtained no title, in absence of indorsement of original owner, although warehouseman failed to

RECENT legal cases of interest to warehousemen are digested herewith. A full printed report of any case may be obtained for twenty-five cents by addressing the editor of *Distribution & Warehousing* to cover publisher's costs. Key number should be specified.

exact indemnifying bond, under *Crawford & Moses' Dig. § 10358*.—*Weaver Cotton Co. v. Batesville Compress Co.*, 270 S. W. 509. Key No. 25 (4).

(Ill.) "Private carriers" are those who without being engaged in such business as a public employment undertake to deliver goods or passengers for hire or reward, while "common carrier of passengers" is one who undertakes for hire to carry all persons indifferently who may apply for passage so long as there is room.—*Austin Bros. Transfer Co. v. Bloom*, 147 N. E. 387. Key No. 4.

(Ill.) Whether a person, company or corporation is owning;

operating or controlling a public utility, such as a motor bus, depends on special facts connected with management, operation and control of such business.—*Austin Bros. Transfer Co. v. Bloom*, 147 N. E. 387. Key No. 5.

(Whether a business or industry, such as operation of motor vehicle for hire, is a public utility, depends on public character of business or service rendered, which makes its regulation a matter of public consequence and concern, because it affects whole community.—*Id.*)

One who devotes his property to a use in which public has an interest, as by operating motor vehicle for hire, in effect grants to public an interest in that use, and must submit to control by public for common good, to extent of interest he has thus created.—*Id.*

Taxicab operator held operating a motor car as a public utility, within Public Utilities Act, § 10, and section 55a, where he operated over a regular route, indiscriminately accepting passengers and discharging them at all points along the route.—*Id.*)

Inadequacy of Storage Facilities at Salvador Ports Is Emphasized in Department of Commerce Report

FACILITIES for the storage of merchandise at the ports of Salvador are somewhat inadequate, especially during the busy season of the year, December to May, inclusive, according to a report submitted to the Department of Commerce by W. J. McCafferty, United States Consul at San Salvador.

"None of the ports have fireproof construction for their warehouses or proper protection against damage by fire," the report reads, "although the port of La Union has such construction that the risk of damage by fire is less than at Acajutla or La Libertad."

Consul McCafferty gives the following account of storage and wharf facilities at the more important ports:

"*La Union*.—Port and storage facilities at La Union are owned and operated by the International Railways of Central America, an American company. The floors and piers of the wharf are concrete and the shed is galvanized iron, supported by a heavy wooden frame. Storage capacity of the wharf is approximately 15,000 bags of coffee. There are also storage warehouses in the immediate vicinity of the wharf, which have space for 120,000 bags of coffee. These ware-

houses are of similar construction to the wharf shed. There is no protection against fire other than hand extinguishers, but owing to the heavy and more modern construction of the warehouses and sheds there is less risk from fire at La Union than at other ports.

"*La Libertad*.—This port is an open roadstead, and ships must dock offshore. All cargoes are transferred to the wharf in lighters. Construction at the wharf consists of steel piles with wooden floors and superstructure. A narrow-gauge railway carries cargoes from the wharf to the customhouse. The wharf is owned and the port is operated by the Agencia Salvadorena, a Salvadorean company. Storage capacity is about 600 tons of cargo, and loading and unloading capacity is from 300 to 400 tons per 8-hour day. An addition to the wharf is being built which will increase both the storage and loading capacity. There are three warehouses belonging to the Agencia Salvadorena, the capacity of which is 1,365, 5,034 and 1,365 cubic meters, respectively. Construction is of wood and there is no protection against fire except by hand extinguishers.

"*Acajutla*.—Like La Libertad, Aca-

jutla is an open roadstead and ships anchor at a distance from shore, cargoes being transferred to the wharf in lighters. The wharf is constructed of steel piles, and the shed is wood. There is no protection against fire, except hand extinguishers. The wharf is owned and the port is operated by the Agencia Nacional Limitada, which is a subsidiary of the Salvador Railway Co., an English concern. The tracks of the Salvador Railway Co. extend out on the wharf and all incoming cargo is loaded directly on freight trains and brought to the customhouse at Sonsonate, about 15 miles inland. The railway company owns two warehouses at Acajutla, but these are used solely for cargo produced in Salvador, which is stored at the port while waiting for ocean transportation. The capacity of these two warehouses together is about 1,250,000 cubic feet. Construction is of wood. Incoming cargo brought through Acajutla is stored at Sonsonate while waiting distribution to the interior. Warehouses there belong to the customhouse and the Salvador Railway Co. There is no protection against fire, except by hand extinguishers."

WITH THE ASSOCIATIONS

HERE is presented in tabloid form that Association news that is of *general interest* to the industry as a whole. No effort is made to present complete reports of all Association meetings; the dissemination of such information is logically the work of the officers and the committee chairmen. What is presented here is in effect a cross-section review of the major activities so that Association members may be kept advised as to what "the other fellow" elsewhere in the country is thinking and doing. When annual or semi-annual meetings are held, more extended reports will occasionally be published.

National Truck Owners Elect Isaac Goldberg President

THE National Team and Motor Truck Owners' Association held its annual convention in July at the Hotel Statler in Buffalo and elected as its new president Isaac Goldberg, who is president of the Merchants Truckmen's Bureau, New York City.

William T. Grund, of the George R. Jansen Transfer Co., St. Louis, was chosen first vice-president and John Broderick, of the John Broderick Co., Chicago, second vice-president. William J. McDevitt, Cincinnati, was re-elected treasurer. Thomas F. Barry, the new national secretary, will operate the association's headquarters at 41 Park Row, New York City.

This is virtually the second year of the organization's existence under a new policy worked out at Denver in 1924.

Joseph X. Galvin, Chicago, a past president, addressed the Buffalo meeting on "Net Income in Relation to Gross Income," saying in part:

"The difference between the 'gross' and 'net' income figures implies the expenditure of income for some purposes, such as carrying on or doing the business for which the company or corporation was formed or organized. It is this difference that is of utmost importance to every team and motor truck owner, for, unless correctly determined, the results is that we are merely 'fooling ourselves.'"

"Recent comparisons of reports from various industries indicate that the basis of arriving at 'net income' varies, and only a small proportion of the business enterprises of this country heed the advice of professional accountants and include among their expense and deductions from income all of the costs of doing business. The majority of concerns include every dollar of possible income but only take into consideration such costs and expenses as are apparent and easily ascertained."

Mr. Galvin stressed on the value of keeping proper records on operating costs. He stated that under the caption of overhead, general and administrative expenses, were to be found the following items of expense:

1. Administrative salaries.
2. Alterations and repairs to motor trucks.
3. Depreciation on buildings.
4. Depreciation on equipment.
5. Heat, light, power and water expenses.
6. Insurance (fire and liability).

7. Labor.
8. Legal expenses.
9. Office expenses (also miscellaneous expenses).
10. Rent.
11. Taxes.
12. Trucking expense (tires, etc.).

These expense items could be increased or decreased in number, depending on the nature and kind of business, he pointed out.

Mr. Galvin emphasized also that closer supervision of all expenditures and items making up the foregoing list would often result in a large saving. Every cent saved through economical operation was just one cent more added to the "net income" for that particular period, he said.

Mr. Galvin covered the subjects of truck idleness, abuses and proper dispatching of equipment.

George H. Pride of the Autocar Company talked on the subject of electric trucks. Among the high spots in his talk were:

That electrics have more than twice the speed of horses, twice the radius of horses, average more than one and three-quarters work than horses and operate at just a little more cost.

That battery charging when figured as fuel bill, cost no more than gasoline when figured in the same way.

Mr. Pride stated that the truckmen must not and could not afford to stand still but must go forward constantly.

"Even drivers," Mr. Pride said, "have begun to see the new era. You no longer can get drivers to take interest in their teams as they used to do years ago. They are impatient with horses and want some machinery. The pride of drivers in their horse flesh has vanished, in the trucking business at least, forever."

"There is more money in the trucking business today when intelligence and initiative are used than ever before. There is a greater premium to be had today in the cartage business than in any other kind of business providing a man will use common sense, business sense, and twentieth century methods. At the same time, however, it is possible to lose more money in the trucking business if stupidity of operation persists, than in any other business. Trucking, like everything else, has gone forward, and must continue to go forward."

J. P. Ricks



Owner of the Ricks Storage & Distributing Co., Jackson, Miss., Mr. Ricks was recently elected president of the reorganized Southern Warehousemen's Association.

Alabama

At the annual meeting of the Alabama Transfer & Warehousemen's Association recently, C. F. Wittichen, president of the Wittichen Coal & Transfer Co., Birmingham, was elected president; J. B. Fleming, secretary of Charles' Transfer Co., Birmingham, was chosen vice-president, and J. J. Cowan, secretary of the Harris Transfer & Warehouse Co., Birmingham, was reelected secretary.

At a recent meeting of the Alabama Bonded Warehousemen's Association, comprising cotton storage firms, the Alabama Transfer & Warehousemen's Association was represented by W. K. Mullins, superintendent of the Warrant Warehouse Co., Birmingham, which has membership in both organizations.

Connecticut

Representatives of ten member companies attended the July meeting of the Connecticut Warehousemen's Association, held at the Oswegatchie House, New

London. In the absence of the president, E. J. Mooney, Hartford, the vice-president, Frank W. Valentine, New Haven, was in the chair and announced the appointment of a nominating committee to report at the September meeting regarding officers for the new year; on the committee are C. B. Gardner, New London; Frank E. Hess, Waterbury, and Leonard S. Clark, Greenwich. Copies of the Department of Commerce document, "The Merchandise Warehouse in Distribution," were distributed to the members. The H. T. Smith Express Co., Meriden, was elected to membership.

Massachusetts

At the July meeting and luncheon of the Massachusetts Warehousemen's Association, George S. Lovejoy, Boston, the president, was in the chair and about twenty members attended, together with George Weaver, Chicago, head of the cold storage division of the American Warehousemen's Association, as a guest. Gardner Poole, Boston, president of the A. W. A., presented an interesting review of the A. W. A. merchandise division's convention in Chicago earlier in the month.

N. Y. State Cold Storage

At the twelfth annual meeting of the New York State Cold Storage Association, held at Manitou Beach and attended by more than a hundred members and guests, officers and executive committee were elected as follows:

President, F. M. Shoemaker, president Hygeia Refrigerating Co., Elmira.

First Vice-President, Gifford Morgan, president Brockport Cold Storage Co., Inc., Brockport.

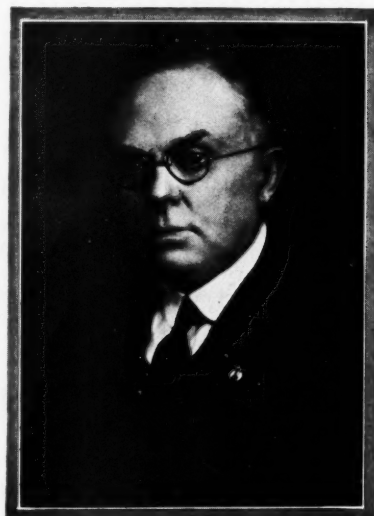
Second Vice-President, Harry C. Lewis, secretary Merchants' Refrigerating Co., New York City.

Secretary-treasurer, E. A. Rogerson, secretary LeRoy Cold Storage, LeRoy.

Executive committee, Philip R. Sucher, treasurer Sodus Cold Storage Co., Inc., Sodus; I. G. Rowley, president Austin & Rowley Cold Storage Co., Medina; John Hill, secretary North Rose Cold Storage Co., North Rose; A. A. Reeves, Rochester; D. C. Beckwith, Albion; G. L. Pugh, Lockport, and President Shoemaker.

In his report, Mr. Shoemaker discussed legislation, insurance, commission control and associational activities. Citing that compensation insurance was going

D. R. Benedict



Manager of the Knoxville Fireproof Storage Co., Knoxville, Tenn., Mr. Benedict was recently elected a director of the National Furniture Warehousemen's Association.

up, he said that the New York Association was seeking "a more fair and just handling of this question." He opposed commission control of warehousing and believed that "there is no immediate action contemplated" in New York State.

Pacific Coast

With thirty members from Sacramento, Stockton, San Jose, Palo Alto, Berkeley, Oakland and San Francisco attending, the July meeting of the central division of the Pacific Coast Furniture Warehousemen's Association was held at St. Germaine's Restaurant, San Francisco, and was in the nature of a welcome-home to the organization's president, Arthur J. Gatter, Los Angeles, from the Mackinac Island, Mich., convention of the National Furniture Warehousemen's Association. Mr. Gatter gave a review of what took place at Mackinac and cited as one of the features, the minstrel show staged there by the southern division of the Coast Association.

Rate Structure Opinions by J. Edward Lee and H. B. Whipple

In a digest of briefs—made public by the Washington Planograph Co.—filed with the Interstate Commerce Commission in the latter's rate structure investigation (I. C. C. 17000), the American Warehousemen's Association, with J. Edgar Lee, Chicago, its merchandise division president, as spokesman, is quoted as follows:

"Warehousing industry is essential to economic distribution of merchandise. Its functions should therefore be fitted into the construction of rates. Distinction between carload and less-than-carload rates

has not been emphasized enough. Rates should fully reflect the difference in the cost of service. Various terminals service and charges should be investigated to assure a proper charge therefor. Wish an opportunity to explain the functions of the warehouse and its relation to transportation."

H. B. Whipple, general manager of the New York Dock Co., is quoted as follows:

"Freight charges are too involved and unstable, which is discouraging to industry. A scientific basis of rates should be

substituted for the present so-called development rates. Rates should be made on a mileage basis with a fixed minimum."

The digest issued by the Washington Planograph Co. "is an effort to condense the vast amount of opinion, argument, citation and exhibit, into a few pages, for the convenience and information of those interested." The briefs digested, ninety-three in all, "are written from every conceivable angle, 'right, center and left' as the Europeans would phrase it," and are filed with the Commission.

"Autocar has proved most profitable unit in our fleet"



4-cyl., 2 to 3-ton Autocar owned by Davidson's Transfer & Storage Co., Baltimore.

This company has been using Autocars for six years and as a result of carefully watched performance records their last purchases have been Autocars. They are now operating five.

This company specializes in long distance hauling, as is shown by the painting on their vans, which advertises "Regular service to four big cities in 24 hours"—Washington, Philadelphia, New York and Boston.

A trip recently taken by their newest Autocar is typical of Autocar economy in long distance work. On a return trip the truck left Boston, Mass., at noon on a Saturday and reached Baltimore with its load at 9.30 Sunday morning, covering 518

miles. The actual running time was 19 hours and 20 minutes. The truck was loaded to capacity, but for the entire trip only 65 gallons of gasoline were consumed. No oil was added to the engine, as the crank case had been drained before leaving Boston.

Mr. John Davidson, manager, says: "We operate 26 trucks which include only trucks of standard make and do not hesitate to say that this Autocar has so far proved to be the most economical and, therefore, the most profitable unit in our fleet."

The Autocar advantage of more even weight distribution, resulting from the location of the engine under the seat, is strikingly illustrated in this installation. The better-balanced weight of body and load not only conserves power, saves gasoline and reduces wear on mechanical parts, but also saves the tires. The pneumatic tires on this truck "still look good after some 16,000 miles."

The Autocar Company, Ardmore, Pa.

ESTABLISHED 1897

Direct Factory "Autocar Sales and Service" Branches or Affiliated Representatives in

*Albany	*Buffalo	*Detroit	*Los Angeles	*Orlando	*San Diego	*Tampa
*Allentown	*Camden	*Erie	*Memphis	*Parsons	*San Francisco	*Trenton
*Akron	*Charlotte	*Fall River	*Miami	*Philadelphia	*San Jose	*Washington
*Atlanta	*Chester	*Fresno	*Newark	*Pittsburgh	*Schenectady	*West Palm Beach
*Atlantic City	*Chicago	*Harrisburg	*New Bedford	*Providence	*Scranton	*Wheeling
*Baltimore	*Cleveland	*Indianapolis	*New Haven	*Reading	*Shamokin	*Wilkes-Barre
*Binghamton	*Columbus	*Jersey City	*New York	*Richmond	*Springfield	*Williamsport
*Boston	*Dallas	*Lancaster	*Norfolk	*Rochester	*St. Louis	*Wilmington
*Bronx	*Denver	*Lawrence	*Oakland	*Sacramento	*Stockton	*Worcester
*Brooklyn					*Syracuse	*York

* Indicates Direct Factory Branch

Autocar

gas and electric trucks

EITHER OR BOTH - AS YOUR WORK REQUIRES

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING

DEVELOPMENT PLANS FOR N. Y. DOCK PROPERTIES

EXTENSIVE development of the properties of the New York Dock Co. is planned by Gregori Berenson and associates who recently acquired stock held in the company by the Mutual Life Insurance Co. and other financial interests in New York.

Engineers have been engaged to map out a program of unification of the 159 warehouses, 20 manufacturing plants and 34 piers into the largest warehousing, shipping, industrial and distribution center in the world.

Mr. Benenson and his associates will first increase the company's warehouse and storage business, it is understood, by extending its serviceability by a trucking service to be organized shortly, for transferring and delivering goods stored. The company has resources available for this purpose, it is stated.

No new money will be furnished for the proposed development, which will be financed by the profits of the company.

The New York Dock properties extend for about two miles along the East River and harbor front from the Brooklyn Bridge south, on the Brooklyn side. It is expected that the plans of the Port of New York Authority will have an important effect on the Brooklyn waterfront, and in this the marginal railroad owned by the dock company will be a factor.

14-Story Hollywood Warehouse

The new household goods plants of the Hollywood Storage Co., Hollywood, Los Angeles, Cal., will be fourteen stories high. The site is on Highland Avenue adjoining Santa Monica Boulevard on the north, the frontage on the avenue being 50 ft. and the building's depth 217 ft.

The company's offices will be on the first floor. Among the features planned are a large rug storage room, a piano room, a large reinforced concrete safety deposit vault for silver and other valuables, and private rooms for general storage purposes.

The exterior is described as revolutionary in character. The top and bottom stories will be embellished with a wealth of Spanish detail, without, however, losing in the general scheme the character and massiveness usually associated with warehouses of this general type.

Weatherred With Dallas Co.

Announcement is made by E. D. Balcom, president of the Dallas Transfer & Terminal Co., Dallas, Tex., that G. K. Weatherred has become vice-president and associate manager of the Dallas firm after resigning as president and general manager of the company he owned in Waco—the Weatherred Transfer & Storage Co.

The Weatherred company was organized in 1915 and Mr. Weatherred has

been identified with it during that time. He is widely known in public warehousing, being a past president of the Texas Warehouse & Transfermen's Association and a member of the American Warehousemen's Association and the National Furniture Warehousemen's Association.

F. L. Booth, who has been secretary and treasurer of the Weatherred company, has been made active manager of the Waco firm.

Federal Co. Builds New Warehouse in Washington

(Concluded from page 31)

The second and third floors are laid out entirely in private rooms of three and four-inch Gypsum Block, with steel doors bearing the underwriter's label, and with an arrangement for locking and sealing them.

The freight elevator, placed in a position where it will best serve the mezzanine floor, the basement and the floors above, is of 6,000 pounds capacity, of medium high speed, and equipped with the Peelle self-sealing pass-type doors with truckable sill. This elevator, of special design, was provided by the Otis Elevator Co., and is of sufficient capacity to carry a considerable overload for a short period, if required, and with sufficient room to handle the largest size touring car or a vanload of furniture.

The fourth and fifth floors are laid out for open storage but have been designed of sufficient carrying capacity so they can be equipped at a later date with the private rooms, as provided on the second and third floors, if desired.

The entire superstructure is of reinforced concrete of flat slab design, with equal and economical spacings of columns, with floor hardener provided for all floors. The exterior walls are of the curtain wall type and designed especially for a household goods warehouse, using interlocking tile and brick in a manner that provides a good insulation against heat and cold from the outside, and prevents condensation as much as possible. These walls are laid up with a special waterproof mortar to provide against leakage.

Extreme care has been taken in the working out of this rather complicated design to meet the requirements of the National Board of Underwriters in order that the building will carry the lowest possible insurance rate on its contents.

Directly to the rear of the warehouse a garage is located, built separately, and of fireproof construction. This garage will accommodate twelve trucks, and is equipped with a very complete washing station, locker rooms, toilet and work shop.

Moore & Dunford, Inc., of New York City, designed and is supervising the construction of this building, which is being erected by the Boyle-Robertson Co., Washington. It is expected the warehouse will be completed this fall.

EVANSTON WAREHOUSES TO BUILD AN ADDITION

THE contract has been awarded for an addition to the present plant of the Evanston Fireproof Warehouses, Evanston, Ill.

The addition is the left hand half of the front elevation shown in the photographic reproduction on page 22 and is designed to duplicate as nearly as possible the front elevation of the present building.

The offices, heating plant and packing and shipping rooms are located in the present building. With the exception of the driveway all portions of the new warehouse will be devoted to the storage of household goods.

The addition is four stories in height, with a mezzanine over the front portion of the first floor, and is of reinforced concrete skeleton frame with brick curtain walls. The freight elevator, of 6000 lb. capacity, is conveniently located at one side of the driveway. The building is to be steam-heated throughout.

The first floor to the side of the driveway is devoted to the storage of pianos, in a heated and plastered room. The remainder of this floor is to be used for housing the company's trucks. Over the piano room is an open mezzanine for the storage of small lots.

The second floor is divided into individual fireproof rooms. The third and fourth floors are open, with provision in the layout for future rooms.

At each floor there is a large opening between the new and present warehouses for the transmission of goods between the two structures. The building was designed by, and is being under the supervision of, George S. Kingsley, architect of New York City and Chicago.

Federal of D. C. Reorganizes

Under the name Federal Storage Co., the Federal Storage & Freight Service, Washington, D. C., has reorganized with E. K. Morris as president, Robert B. Hall as vice-president and general manager and James M. Johnston as secretary-treasurer.

The company is erecting a new warehouse at 1170 Florida Avenue, N. W. Its offices meanwhile are at its temporary address, 635 New York Avenue, N. W. The company was organized in 1922 and operates 12,000 square feet of floor space at the New York Avenue address.

Leonard Sells at Edmonton

Charles W. Leonard, Edmonton, Alberta, has sold out his interests in the Western Transfer & Storage, Ltd., the Edmonton company of which he was president and manager, and plans to take a business trip to Vancouver, B. C., next January, with a view to possibly engaging permanently in activities there. He is president of the Edmonton Y. M. C. A. and prominent as a Rotarian.

Delivery Time Cut 33 $\frac{1}{3}$ % With Ford Trucks

Competition is too keen in the transfer field to ignore the time element as a feature of delivery service. Ford trucks meet every time requirement and at the same time save money in operative expenses as well as in initial investment.

Consider, for example, the Union Station Transfer Co. of Dayton, O., operating a fleet of Ford trucks for both baggage and newspaper delivery within a radius of 40 miles. J. G. Hill, of this concern, says that with the installation of Ford equipment, work which formerly required three hours is easily accomplished in two.

The success of Ford trucks in so many similar enterprises is an indication of what you may expect from them in your own business. Comparative data and reports are available through your nearest Authorized Ford Dealer without obligation.

Ford One-Ton Truck Chassis \$365 F. O. B. Detroit
With Open Cab and Stake Body \$495
Closed Cab \$20 extra

Ford

CARS TRUCKS TRACTORS

Ford Trucks May Be Purchased On Our Weekly Purchase Plan



WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING

BEKINS VAN VISITS 39 CITIES IN 13 STATES

THE good motorbus Nav Snikeb—the significance of the name is recognized when one spells it backward—recently completed a tour of 2,700 miles with four of the Bekins clan as its migrating occupants: Daniel Bekins, owner of the Bekins Fireproof Storage, Portland, Ore.; Melvin Bekins, manager of the Bekins Omaha Van & Storage, Omaha, Neb.; Reed J. Bekins, treasurer and manager of the Bekins Van & Storage Co., San Francisco, and Milo W. Bekins, Los Angeles, president and general manager of the Bekins depositories in various California cities.

After attending the Mackinac Island, Mich., convention of the National Furniture Warehousemen's Association the four toured in Nav Snikeb from Grand Rapids by way of cities in Indiana, Ohio, West Virginia, Pennsylvania, District of Columbia, Maryland, Delaware, New Jersey, New York, Connecticut, Rhode Island, Massachusetts, New York, Canada, New York, Ohio and on to Chicago.

Thirty-nine cities were visited within a period of three weeks and calls were made at virtually all the household goods warehouse plants in those cities. Only 100 miles of hard roads were encountered. (A photograph of the motorbus while in Washington, D. C., is shown on page 23.)

Description of Bus

Nav Snikeb is the property of Martin Bekins, Los Angeles millionaire, who established the family name as something synonymous with furniture warehousing, and a brother of John Bekins, president of the Bekins company in Omaha, and with whom he was in business in Omaha before going to the California city more than thirty years ago. With the thought that storage executives may be interested in this novel motor vehicle, the following is reprinted from an Omaha newspaper:

"To the right, and back of the driver's seat, is a refrigerator, the outside dimensions of which are 40 inches high, 14 inches deep and 18 inches wide. Adjacent to this is the sink, next to which is a three-burner gasoline stove. Below the stove and sink are spacious drawers for supplies.

"The right side bed is 4 feet 4 inches outside and 2 feet 2 inches inside, which is over the wheel housing. This bed, when stretched into position, is as comfortable as any folding bed. The wheel housing box is utilized as the base of the bed inside and serves also as a seat for the dining table, as well as a box for storage space. The bed is 49 inches wide and 6 feet long when made up.

"Next to the bed is a partition. Then comes the shower bath and toilet combined, 24 inches by 28 inches

"Beginning at the left side, at the rear, is the clothes closet, the same dimensions as the shower bath. Next to this is another bed, the same dimensions as described. Then comes an open space for chairs; against the wall, under the windows, is hinged a drop leaf serving table,

under which is also a storage space for the dining table when not in use.

"Then comes a cabinet with drawers, which is crosswise behind the driver's seat. The top of this cabinet serves as a stand for the super hetrodyne radio. Beneath the driver's seat is a 40-gallon gasoline tank.

"Underneath the body to the left side are two more gasoline tanks. On the right side, underneath, are two water tanks, one for hot water, which is served by a switch, the muffler pipe passing through this tank. At the rear end is a large storage air tank from which air pressure is taken."

Long Beach, Cal., Development

The Long Beach Harbor Commission, Long Beach, Cal., has voted to lease approximately five acres of municipal land to the Long Beach Warehouse & Cold Storage Co. A rental of \$80,460 for the first ten years of a thirty-year lease, with a down payment of \$5,000 for the first year in advance, has been agreed on.

The warehouse company plans to put in permanent bulkheading, grant the city free use of docks for municipal freight and exclusive unrestricted use of the proposed storage area on the east end of the site, which is on Channel No. 3. The investment is to represent close to \$800,000, according to representatives of the company.

New San Bernardino Building

The Associated Warehouse & Truck Co., San Bernardino, Cal., has begun construction of a \$130,000 reinforced concrete storage building at Rialto Avenue and D Street. It will stand one story high, about 125 feet wide and 200 feet long, with a 12-foot-high basement.

Inland Freight Stations Planned for New York City

(Concluded from page 13)

would enable cars to be packed more fully and permit a nearer approach to full tonnage in trains. In Manhattan the system would facilitate store door delivery.

Of eleven railroads serving the port ten use carfloats to get their shipments into Manhattan, and there are 830,000 cars moved in and out of the pier stations every year. To accommodate this traffic twenty-four piers are used on the Hudson River, seventeen on the East River and two on the Harlem River. Nearly all this valuable pier space would be released, it is pointed out, and also a much larger proportion of the New Jersey river frontage.

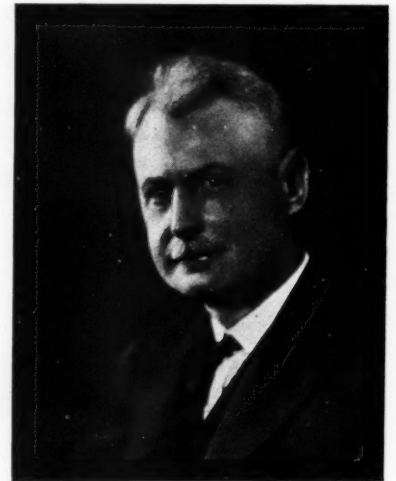
The universal freight stations would be located as near the center of the zones they will serve as possible. The platforms would be used as points of concentration and distribution for small shipments of freight moving via coastwise and intercoastal steamships, and river and sound steamships, and possibly for export and import freight. The operator of long haul motor truck service might also make use of these stations.

G. B. DELCHER KILLED BY FALLING MACHINERY

GEORGE B. DELCHER, president of the Delcher Bros. Storage Co., Inc., Jacksonville, Fla., was instantly killed on the afternoon of July 13 when a piece of machinery fell on him. Reports circulated at the Mackinac Island convention of the National Furniture Warehousemen's Association that he died of injuries sustained in an automobile accident proved to be erroneous. W. W. Delcher, his brother, secretary and treasurer of the company, was in attendance at the Michigan meeting.

Born in Baltimore fifty-seven years ago, George B. Delcher organized in 1901

George B. Delcher



Jacksonville, Fla., warehouseman
killed by falling machinery

the company which bears his name. He started with one van and a small barn for storage and gradually expanded until the company today operates ten trucks and one of the largest fireproof storage warehouses in the South. He was a member of the N. F. W. A. and of the Southern Warehousemen's Association, and was a familiar figure at the industry's conventions.

Mr. Delcher is survived by his widow, his mother, three brothers and two sisters.

W. H. Hafner Dies

W. H. Hafner, president of Harder's Fire-Proof Storage & Van Co., Chicago, died recently. He was a member of the National Furniture Warehousemen's Association, American Warehousemen's Association, Illinois Furniture Warehousemen's Association and Illinois Association of Warehousemen.

Baker Honored

E. A. H. Baker, of the Kennicott-Patterson Warehouse Corp., Denver, was recently elected first vice-president of the Denver branch of the Old Colony Club.



Friendly Counsel

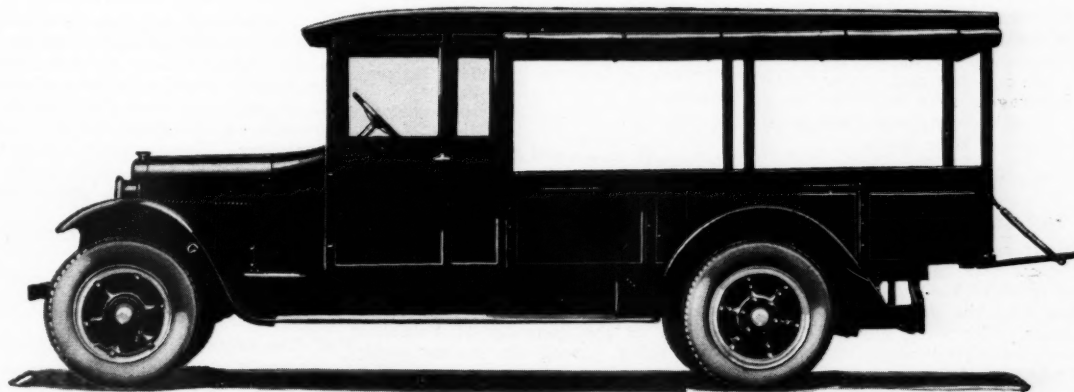
Graham Brothers truck production for the first six months of 1925 equalled their entire production for 1924.

Words of commendation from good business men in every part of the world are responsible.

Thoroughly sold by their own experience with these trucks, they in turn are selling their friends.

1 Ton Chassis, \$1095; 1½ Ton, \$1280; f. o. b. Detroit

GRAHAM BROTHERS
 Detroit — Evansville — Stockton
 A DIVISION OF DODGE BROTHERS, INC.
 GRAHAM BROTHERS (CANADA) LIMITED - TORONTO, ONTARIO



GRAHAM BROTHERS TRUCKS

SOLD BY DODGE BROTHERS
 DEALERS EVERYWHERE

PAGE IS VICE-PRESIDENT OF NEW DALLAS COMPANY

WITH the organization of the Morgan Warehouse & Commercial Co., Dallas, Tex., completed, Heber Page, one of its vice-presidents, who is president of the Dallas Baggage & Cab Co., returns to the public storage industry as an active figure after an absence of several years. While identified with the old Dallas Transfer Co. in 1920, Mr. Page attended the Macinac Island, Mich., convention at which the National Furniture Warehousemen's Association was formed, and he was at that time prominent in the affairs of the old Central Warehousemen's Club and the Texas Warehouse and Transfermen's Association. Subsequently he withdrew his connection with the Dallas Transfer Co. (since absorbed by the Dallas Transfer & Terminal Warehouse Co.) to organize the Dallas Baggage & Cab Co.

Samuel T. Morgan is president of the new Morgan Warehouse & Commercial Co. and its vice-presidents are Mr. Page, Thomas F. Keeley, a Chicago capitalist, and J. W. Davis, until recently general sales manager for the Boren-Stewart Co. Henry K. Maas is secretary-treasurer. Mr. Morgan is president and general manager of the Grain Juice Co., treasurer of the Dallas Downtown Development Co. and stockholder or director in numerous local enterprises.

The Morgan company is establishing a \$2,000,000 industrial district in the area between the Missouri-Kansas-Texas and the Cotton Belt railroad tracks at Houston and Caruth Streets. The completed project is to include a cold storage warehouse and eight commercial and factory units. It will be known as the Katy-Cotton Belt Industrial District.

The new company is engaging in cold, commercial and dry storage businesses; acts as manufacturers' agents and distributors; and as jobbers of grocery specialties, beverages, soda fountain supplies, etc. It will operate more than 400,000 square feet of floor space.

To Standardize Boxes

Manufacturers and wholesale users of boxboard containers agreed, at a recent conference in New York, to standardize the thickness of the different types of packing boxes. This would eliminate 184 odd sizes and varieties which now constitute 25 per cent of the production business and would effect an estimated annual saving of \$5,000,000. It is expected to standardize also the colors of stock boxboard products.

The meeting was attended also by representatives of the National Retail Dry Goods Association, Wholesale Druggists' Association, Wholesale Grocers' Association and other textile and food organizations. The conference was held at the invitation of the Division of Simplified Practice of the Department of Commerce.

The recommendations approved will become effective Oct. 1. W. A. Gately, who represented Secretary Hoover at the meeting, stated that a standing com-

mittee would be appointed to work for their application, this committee to be representative of the Department of Commerce and trade associations of grocers, druggists, dry goods interests and national purchasing agents.

Lincoln Building Commended

Praise for the new warehouse, on Cedar Glen Boulevard, Cleveland, of the Lincoln Storage Co. of that city is contained in the annual report of the city plan committee of Cleveland's Chamber of Commerce. The committee each year awards medals for the best apartment houses, factory buildings and commercial structures erected within the city. A warehouse does not fall within any one of these three classifications, but the committee took note of the Lincoln warehouse in the following words:

"Your committee desires to recommend that the Chamber of Commerce address a letter of commendation and appreciation to the owners of the Lincoln Storage Co. warehouse, to Wilbur Watson and associates, architects and engineers, and to the George A. Rutherford Co., the builders. . . . It is most desirable that the Chamber commend such an unusual building as this.

"The site is such that should the building not have been of this present high type, the whole neighborhood would have been rendered unsightly. Thanks to the civic spirit of the owners, architects and builders, the building is an ornament and not a detriment. It is an outstanding example of charm and interest combined with economy in a building serving a purely utilitarian purpose. Your committee is of the opinion that the Chamber should recognize this spirit by an appropriate letter."

The report is signed by the committee's chairman, Newton D. Baker, who was Secretary of War in President Wilson's Cabinet.

H. H. G. and Divorces

In a recent dispatch from Fort Worth, Tex., to the *Philadelphia Inquirer*, B. C. Forbes, well-known writer of business news, quotes L. C. Abbott, manager of the Fort Worth Warehouse & Storage Co., Inc., as stating that he knew divorces were decreasing because of the decrease in the quantity of household goods being placed in storage. Mr. Forbes adds:

"The transfer business is more active than at any time since the oil boom of 1920. The customary summer slump has not occurred this year."

A Woman in Charge

During the summer's absence of W. S. Craghead from his business as proprietor of the Craghead Moving & Storage, Boulder, Colo., the affairs of the company were conducted entirely by his daughter, Miss Retta Craghead. Mr. Craghead was on a vacation motoring trip to California, accompanied by his wife.

\$75,000 BLAZE IN NON-FIREPROOF PLANT

FIRE of undetermined origin, but believed to have started from spontaneous combustion, swept the fourth and fifth floors of the Miller North Broad Storage Co.'s building at 2721 North Broad Street, Philadelphia, on July 23, causing approximately \$75,000 damage to structure and contents.

The blaze was a five-alarm one, bringing fire-fighting apparatus from all portions of the city. It was extremely spectacular and was watched by thousands. Sixteen firemen were injured and overcome by smoke, four falling with the roof when it collapsed. Ambulances from nearly every hospital in the city were summoned, and traffic was blocked during the five hours that the fire raged.

The flames were confined to a building classed as non-fireproof and the oldest of the company's seven buildings. A thick fireproof wall between the damaged structure and another and newer warehouse, in which are the offices of the company, prevented the flames from spreading thereto.

The fire was discovered by a group of warehouse workers employed on the fifth floor of the newer building. Crackling and the smell of smoke coming from a corner in the rear of the fourth floor of the building damaged caused the workmen to notify H. A. Tomlinson, manager of the warehouse, and a telephone operator sent in the alarm. Beds, rugs and other stored furniture fed the flames. Exaggerated newspaper reports gave the damage as \$400,000.

Buell G. Miller, president of the company, after going through the building, said he believed \$75,000 would cover damages on building and contents.

The building inspectors are investigating and the full amount of the damage to stored furniture has not been estimated in detail. About 500 loads of furniture, belonging to not more than 500 individual owners, were stored in the damaged structure. There was considerable damage from water on other floors of the building. Some of the goods had been there for ten years.

The company's loss is covered by insurance.

"Fourteen Points"

The Rogers Co., household goods warehousemen in Westerly, R. I., has issued a set of "14 Points for Our Customers," as follows:

1. Get ready for the moving man.
2. Take down your beds.
3. Remove glasses from bureaus.
4. Take off all removable stove parts.
5. Don't pack bureau drawers.
6. Use small boxes for packing.
7. Pack books in very small boxes.
8. Make small bags of coal.
9. No barrels.
10. Don't tie up mattresses.
11. Move your own jewelry.
12. Put pictures and glasses in one room.
13. We carry padding for loading.

The fourteenth point is, "Be patient. It's hard work."

INTERNATIONAL

HARVESTER COMPANY

TRUCKS



Popular with the Railroads

These Railroads Own INTERNATIONAL TRUCKS

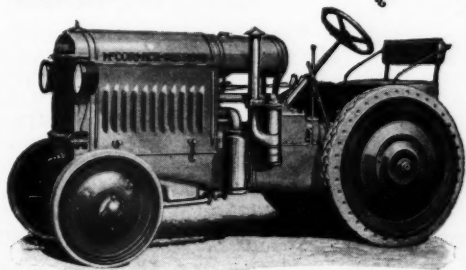
Chicago, Burlington & Quincy
Atchison, Topeka & Santa Fe
Missouri, Kansas & Texas
Pennsylvania System
New York Central Lines
Minneapolis, St. Paul & S. Ste.
Marie
Southern Pacific
Illinois Central
Canadian Pacific
Canadian National
Baltimore & Ohio
Norfolk & Western
St. Louis, Southwestern
Union Pacific

INTERNATIONAL Motor Trucks have won the confidence of the great railway systems of the country. Accustomed as they are to buying their hauling units on a cold dollars-and-cents basis, requiring operating economy, long life, and service, they rely on Internationals.

Some of the International-equipped railroads are listed at the left. Leading express companies working close to the railroads—American Railway Express, Canadian National Express, Dominion Express, etc.—use International Trucks. So, also, do hundreds of nationally-known fleet owners.

The International line includes a 2000-lb. Speed Truck and Heavy-Duty Trucks ranging from 3000 to 10,000 lbs. max. caps. International Motor Trucks and Coaches, and McCormick-Deering Industrial Tractors, are sold and serviced through 111 Company-owned branch houses in the United States. Send all inquiries regarding International automotive equipment to this address:

INTERNATIONAL HARVESTER COMPANY
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McCormick-Deering Industrial Tractors
Ample power for varied requirements in industrial, municipal, and commercial work, road building and maintenance, etc. Four-cylinder enclosed engine, three forward speeds, special equipment to suit the job.



International Motor Coaches
Six-Cylinder Coaches, built for passenger transportation from basic design to de luxe appointments. The equal of any on the market, considered from every standpoint—mechanics, beauty, comfort, safety, utility and economy.

CALIFORNIA COMPANIES RECEIVE CERTIFICATES

THE California Railroad Commission has granted applications for certificates to operate motor truck lines for transporting household goods, office effects and similar commodities to the following warehousing interests along the routes set down:

To Milo W. Bekins, Floyd R. Bekins, Reed J. Bekins and R. M. Bekins, operating the Bekins Van & Storage Co. in various California cities—(1) Los Angeles to San Fernando, via Glendale; (2) Los Angeles to Pasadena; (3) Los Angeles to San Pedro and Long Beach; (4) Los Angeles to Redondo, Hermosa and Manhattan Beach; (5) Los Angeles to Venice, Ocean Park and Santa Monica; (6) Los Angeles to San Diego.

City Transfer & Storage Co., Los Angeles and Long Beach—(1) Long Beach to Santa Barbara, via Ventura; (2) Long Beach to Bakersville, via Lebec; (3) Long Beach to San Bernardino and Mecca, via El Monte to Santa Ana canyon; (4) Long Beach to San Diego, via Santa Ana.

Security Van & Storage Co., Inc., Santa Monica—Specified service between the Santa Monica bay district and San Diego and North Island on the south; and between Santa Barbara and Bakersfield on the north.

Triangle Transfer & Storage Co., San Diego—Between Los Angeles and San Diego, via the coast route and intermediate points.

The California Highway Express has been granted a certificate to transport household goods, etc., between Los Angeles and San Francisco and between other California cities; and the Coast Truck Line for certain distances from its terminals in San Diego, Escondido, Riverside and Los Angeles. The Hemet Transfer & Storage Co., Hemet, is permitted to transport deciduous and citrus fruits from within a radius of ten miles of Hemet and San Jacinto to canneries and packing houses in Hemet, Ontario, Pomona, Cucamonga and Riverside.

Lumber Space at Warehouse

In line with efforts to develop the vacant land adjacent to the Philadelphia Tidewater Terminal, at the foot of Oregon Avenue, Philadelphia, into one of the largest lumber concentration areas on the Atlantic seaboard, as previously mentioned in *Distribution & Warehousing*, Harvey C. Miller, president of the terminal company, has announced that the first large Western lumber company to lease space at the terminal has concluded a contract. Approximately 5,000,000 feet of Pacific coast lumber from the Columbia river district soon will be shipped to the port of Philadelphia. The success of the project will make Philadelphia a competitive factor in the Eastern lumber trades. It is expected that other large shippers of Pacific coast lumber will lease space at the terminal.

Laying of railroad tracks to connect the piers with the lumber storage area

has begun. The tracks will form a fan-shaped connection with the vacant land and between the tracks the merchants will have their storage space. The problem of transferring lumber from the ship's side to the storage yard has been solved through the purchase, by the Tidewater Terminal, of its own railroad equipment, including switching engines and flat cars.

Warehousemen Advise Port Needs

Representative of merchandise and cold warehouse companies of several New York municipalities met with the commissioners of the Albany port district, Albany, N. Y., recently—the fourth of a series of such conferences with industrial groups preliminary to construction of port equipment as required by the Government. The commissioners had previously met with railroad, lumber and paper manufacturing groups.

The storage companies represented include the Albany Terminal & Security Warehouse Co., Inc., Hudson River Storage & Warehouse Corp., Church Street Storage & Warehouse Co., Hygienic Refrigerating Corp., Globe Warehouse Co., and Roberts Terminal Warehouse Co., all of Albany; Troy Cold Storage, Troy., and C. A. Van Deusen, Hudson.

Washington Warehousing Project

The Washington & Loughborough Belt Line & Terminal Co., recently incorporated in Maryland for the development of Washington, D. C., as a self-supporting commercial center, has plans which call for the erection of warehouses with refrigerating facilities for perishable goods and the storage of all kinds of commodities, at Loughborough, along the lines of the Bush Terminal Co. development at the port of New York. Store door delivery by motor truck is contemplated. The project embraces the establishing of an industrial district for distribution and light manufacturing just outside the District of Columbia line.

Strohm Organizes New Company

The Strohm Warehouse & Cartage Co. has been organized in Indianapolis by Ira C. Strohm, formerly president of the Central Public Warehouse Co. of that city. Mr. Strohm is president of the new firm, which will conduct a general warehousing and truckage business.

The Strohm company has leased a two-story brick building at 212-214 West McCarty Street. The structure contains about 25,000 square feet of floor space and is situated on a switch of the Big Four railroad.

Change in Oneonta Ownership

Under change of ownership announced by the Oneonta Transfer & Storage, a household goods warehouse company in South Pasadena, Cal., Everett Tyler becomes manager as well as president. Olive Houson, secretary, becomes also treasurer, a position formerly held by Mr. Tyler along with his presidency.

KENNICOTT-PATTERSON INTERESTS REORGANIZE

WITH combined assets of \$750,000 the Kennicott-Patterson Warehouse Corp. has been organized in Denver. The new corporation takes over all the properties of the Kennicott-Patterson Transfer Co., member of the American Warehousemen's Association, National Furniture Warehousemen's Association, National Team & Motor Truck Owners' Association and Colorado Transfer & Warehousemen's Association; the Big 4 Storage & Transfer Co., member of the Colorado association, and the Brokers Warehouse Corp.

The management of the new corporation is substantially the same as that of the Kennicott-Patterson Transfer Co. for the past twelve years, headed by Victor H. Kennicott.

Lester W. Freedheim, who was secretary, treasurer and manager of the Big 4 company, is manager of the household transfer department of the new corporation. The Big 4 was established in 1902 and has been operating three household goods plants with a total storage space of 12,580 square feet.

The Kennicott-Patterson Transfer Co., established in 1899, has been operating 165,000 square feet of merchandise and household goods floor space in three buildings.

Granzen Handles Kenna Traffic

Arthur N. Granzen, formerly assistant general freight agent of the Transmarine Lines and Atlantic Port Railway at Port Newark, N. J., has been appointed traffic manager of the Kenna Terminal, Port Newark, one of the largest storage terminals on the Atlantic Coast. Mr. Granzen is a traffic management graduate of LaSalle Extension University.

Tampa Waterfront Development

The Waterfront Development Corp. of Tampa, Fla., has purchased for \$600,000 a sixty-acre waterfront parcel along Tampa's estuary and announces that a half-million-dollar warehouse project will be developed—a storage district with rail and water connections.

Portland, Ore., Co. Builds

The Portland Van & Storage Co., Inc., Portland, Ore., plans to build a five-story fireproof warehouse at Broadway and Benton Street, to cost \$150,000, for storage of household goods. Contracts have been awarded and it is expected the structure will be completed in December.

Walker Buys Site

James A. Walker, president of the O. K. Storage & Transfer Co., Memphis, New Orleans, Louisville and Little Rock, has purchased the Madison Avenue site where the old auditorium and skating rink stood for years in Memphis, and plans to improve the property. Mr. Walker is president of the Southern Motors Co., large dealers in Monroe cars.



One of a fleet of eleven White Trucks in the service of the
Kennicott-Patterson Transfer Co., Denver, Colorado

"Have Never Failed Us," Says Transfer Co.

BECAUSE of their dependability and economy White Trucks are serving more than 400 storage and warehouse companies. Operating experience alone accounts for this preference. No matter how difficult or how unusual your individual hauling problem, White Trucks will solve it.

The Kennicott-Patterson Transfer Company, of Denver, a user of White Trucks since 1917 and now operating a fleet of eleven, says — "In the operation of our fleet of White Trucks they encounter bad roads, bad conditions and all sorts of weather, but they have never failed us. The total cost of operation has been very low."

White Trucks, all models, are built to build business. One White earns the purchase price of a second.

Whether you buy one White or one hundred, you can be sure you will get the most money-earning miles for your investment. You need the truck which will do your work, whatever it is, at low cost, and keep on doing it.

Write for booklet—"White Trucks in Moving, Storage,
Warehouse and Transfer Service"

THE WHITE COMPANY, Cleveland

WHITE TRUCKS

MADE RIGHT — SOLD RIGHT — KEPT RIGHT

COLD STORAGE PLANTS NOW DISTRIBUTE FERNS

A NEW use of merchandise warehouses has been evolved from an industry heretofore distributing on traditional lines. This is by the florists' business.

A. S. Gray of Chickasha, Okla., demonstrates, in his novel enterprise of distributing Oregon fern through cold storage warehouse facilities, two quite modern ideas in merchandising. One of these is the assembling of stocks at central stations to be drawn on by retailers; the other, in which warehouses are offering opportunities heretofore not fully appreciated, is the development of a wide field of operations by a handler resident in a small town.

Mr. Gray, a florist, began several years ago the wholesale distribution of Oregon fern. He shipped the fern in case lots to Chickasha; then shipped out, in case or smaller lots, to his customers, retail florists. His business grew with the increasing demand, in his own territory, for the ferns—cut, of course, which the florists used in their making up of floral arrangements, sprays, etc.

The volume finally justified Mr. Gray's own orders in carlots. And when this time came, his territory had expanded to the degree that large shipments, but not carlots, were made to various customers in larger cities of the Southwest. He then conceived the idea of using cold storage warehouse service. Mr. Gray has therefore contracted with warehouses in Houston, Dallas and Fort Worth, Tex.; New Orleans, La.; and Wichita, Kansas, for handling the ferns. He receives in Chickasha as many as three carloads of ferns from the State of Washington at one time. Often nearly the entire shipment is transferred from the cars to express or freight offices, for immediate shipment to the warehouses in the various cities, sufficient cases being sent to meet the probable demands of the trade for several weeks.

The warehousemen have lists of customers who may draw on these stocks, a case or more at a time but not broken lots. A case holds 2500 cut ferns. The warehouseman merely reports the deliveries, the collections being handled from Chickasha. Gradually service to extending territories from the central warehouses is being developed.

That the distribution of fern through these channels is a new enterprise is reflected in the steps now being taken by Mr. Gray to secure readjustment of rates on the commodity. The ferns at present draw the same rates as nursery stock, though the ferns are cased and offer no special problem in handling. In addition to the effort for a radically reduced rate, Mr. Gray is aiming at transit rates, to facilitate and economize the distribution through Chickasha and the warehousing points.

The three phases of this incident all

offer the following suggestive ideas:

First, the distribution of this class of commodity.

Second, the building of a distributing business, with warehouse facilities, from a small interior town.

Third, the possibilities of adjusted rates, and storage in transit privileges, on commodities not now conceived of as possible of distribution, in such a way as to deserve that consideration.

"Training Key Men"

Training foremen is the subject of the latest report published by the Metropolitan Life Insurance Company's Policyholders' Service Bureau. Few foremen appreciate what important factors they are in the lives of those whom they supervise. The report shows how foremen can make a day fruitful or barren.

The report deals with foremen as the key men or links between management and employees. Their part in reducing labor turnover, promoting and maintaining cooperation of men, cutting costs, and eliminating waste, is emphasized. The report outlines subjects recognized as valuable for foremen training and gives a description of the best methods of teaching them. The foremen training practices of nine nationally known companies are described.

Copies may be secured, without obligation, by writing to the Policyholders' Service Bureau, Metropolitan Life Insurance Company, New York. Ask for "Training Key Men in Industry."

San Bernardino Co. Builds

The Associated Warehouse & Truck Co., San Bernardino, Cal., is erecting a two-story reinforced concrete storage structure, to cost \$150,000, at Rialto and D Streets. According to Elton S. Goble, treasurer, the first unit will contain 50,000 sq. ft. of floor space and the plans call for seventy rooms for household goods storage in addition to the area to be devoted to commercial warehousing. The completed building will be 125 x 200 ft. and will have railroad trackage.

New York Dock Leases

The New York Dock Co. has leased to the May Manufacturing Co., makers of springs and other metal products, one of its Baltic Terminal (Brooklyn) buildings containing 170,000 square feet of floor space. The Nestle's Food Co., Inc., the occupants, has transferred its distribution quarters to one of the New York Dock Co.'s Atlantic Terminal buildings, Brooklyn, with 35,000 square feet being available.

Stevens Co. Expands

The Stevens Bros. Storage Co., Saginaw, Mich., has decided to add two stories to its warehouse under construction at Adams and Niagara Streets. The completed structure, to cost approximately \$40,000, will contain 20,000 square feet of floor space.

ASSOCIATED TERMINALS BUYS THE BANNING CO.

THE Associated Terminals Co. of San Francisco and Los Angeles and the Union Terminal Co. of Los Angeles, of both of which Gerald Fitzgerald is president, have purchased the Banning Co., pioneer and largest stevedoring concern of Los Angeles harbor. Stock, equipment, business and good will have been bought outright, and the Los Angeles branch of the Associated Terminals Co., established twelve years ago and now handling stevedoring for several large steamship companies, is to be consolidated with the Banning Co. and operated under the Banning name.

The directors of the new Banning Co. are Mr. Fitzgerald; W. E. Jones, operating executive of the Associated Terminals Co. of San Francisco; C. G. Munson, vice-president and general manager of the Union Terminal Warehouse Co., Los Angeles; I. E. Blohm, secretary of the Union Terminal company; Thomas James, traffic manager of the Associated, and A. C. Bing. Mr. James will be operating manager of the new Banning firm and William Mahar will continue as general superintendent. The name Associated Terminals will be retained in San Francisco.

The Banning Co., organized in 1882, has been operating six locomotive cranes, a large fleet of tractors and other modern equipment, and plans to buy immediately further labor saving machinery designed to cut stevedoring costs in Los Angeles.

Ohio Truck Line Applications

After having suspended all hearings, during July and August, on applications for motor truck operating certificates in Ohio, the Public Utilities Commission of that State resumes in September this phase of its duties.

Up to the time of the suspension about 1,800 companies and individuals had been granted certificates to operate truck lines, these including many public warehousemen. Truck line applications have averaged about eight a day.

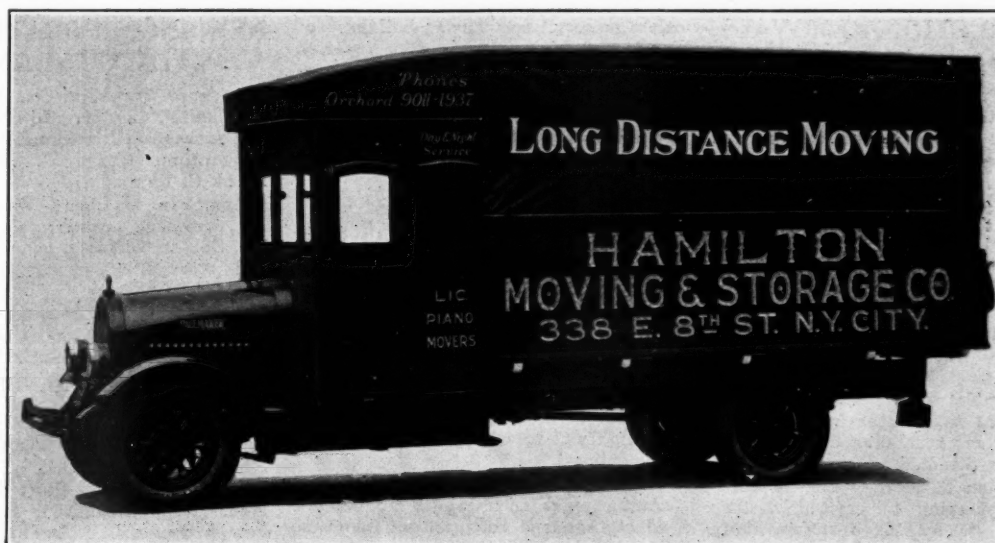
Several hundred certificates have been revoked for non-payment of taxes.

Urges 3-Cent Gas Tax

Charles Deland, in his annual report as Michigan's Secretary of State, purposes the levying of a 3-cent gasoline tax to carry the entire expenses of maintaining and constructing State highways. He suggests also abolition of the yearly automobile license plates and would substitute plates, at nominal cost, to last the lifetime of the car if identified.

Erickson in Legion Drive

Elmer Erickson, vice-president and general manager of the Midland Warehouse & Transfer Co., Chicago, has been serving as chairman of endowment fund drive committee of the Oak Park (Ill.) Post of the American Legion. The Post's quota was \$12,000.



6-Cyl. Motor

12-ft. Loading Space

32x6 Tires

Of Course You're Proud of the Old Truck

It has served you faithfully and well, but you cannot afford to sacrifice on your profits, which you are doing if you think "the old truck is doing just as good work as any new truck built today."

By speeding up your service with snappy, up-to-the-minute equipment, you will speed up your profits proportionately. The moving and warehousing industry not only deserves but demands the highest grade truck equipment which has sufficient speed to *cut down hauling time*. Selden 6-cylinder PACEMAKERS and ROAD-MASTERS are speeding up profits for their owners.

A Quality Selden for Every Transportation Need

1¼ and 2¼ ton 6-cyl. speed models.

2, 2½, 3, 3½, 4 and 5-7 ton 4-cyl. heavy-duty models.

SELDEN TRUCK CORPORATION, Rochester, N. Y.

New York Branch
Van Alst Ave. and So. Jane St.
Long Island City, N. Y.

New England Branch
1121-1123 Commonwealth Ave.
Boston, Mass.

Western Branch
202 So. Denver Ave.
Tulsa, Okla.

Selden Trucks

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING

CONSTRUCTION, REMOVALS, PURCHASES AND CHANGES

Alaska Packers' Association plans to build in October a \$110,000 warehouse at the Encinal Terminals in Alameda, Cal.

American Railway Express Co., Jacksonville, Fla., has awarded a contract for a warehouse, express terminal and office building, at Bay, Adams and Forsyth Streets, to be of steel and reinforced concrete and to cost about \$750,000.

American Terminal Warehouse Corp., Buffalo, N. Y., a subsidiary of the American Radiator Co., is planning a \$30,000 brick office structure at 2050 Elmwood Avenue.

American Transfer & Storage Co., Los Angeles, has taken over under a lease the 2-story brick building at 1361 West Washington Street.

Bekins Van & Storage Co., Los Angeles, is planning to erect a 7-story warehouse, 60 by 100 feet, at Santa Monica Boulevard and Olive Street, to cost approximately \$130,000. The architect is A. S. Nibecker, Jr., and the engineer is Paul Jeffers.

California Transit Co., Oakland, Cal., has awarded a contract for a \$30,000 warehouse at Fresno. Swartz & Ryland, Fresno, are the architects.

Commercial Structure Co., Kansas City, Mo., plans to build a 6-story fireproof warehouse, to cost \$110,000, at 2037-9 Main Street.

M. E. Elliott Warehouse Co. is the new name of the Fidelity Warehouse Co., Macon, Ga. M. E. Elliott is president.

Federal Cold Storage Co., Los Angeles, plans to erect a 6-story cold storage warehouse, at District Boulevard and Union Pacific Line, to cost approximately \$110,000.

Finot Transfer Co., St. Louis, is increasing its capital to \$40,000 from \$10,000, for expansion purposes.

Hobson's Storage Warehouse, New York City, identified with the Fordham Storage Warehouse, has purchased a plot 100 by 150 feet on the west side of Jerome Avenue, south of 170th Street, and will build a 10-story warehouse and eight stores at a cost of approximately \$1,000,000.

Inglewood Industries, Inc., Inglewood, Cal., plans to build a \$500,000 merchandise and household goods warehouse at Centinela Boulevard and La Colina Drive.

James Trucking & Storage Co., Utica, N. Y., has filed notice of dissolution under State laws.

Jennings-Cornwall Warehouse Co., Salt Lake City, recently had more than 1,000,000 pounds of wool in storage for Utah growers.

Long Island Storage Warehouses, Brooklyn, have tentative plans for a brick and steel warehouse, from six to nine stories high, 187 x 210 feet, at Coney Island and Nostrand Avenues, to cost about \$850,000. Tillion & Tillion, New York, are the architects.

Louisville Public Warehouse Co., Louisville, Ky., has purchased a whole-

sale grocery company's building at Brook and Main Streets at a reported cost of more than \$100,000. The structure contains 75,000 square feet of floor space.

Marionville Cold Storage Co., Marionville, Mo., is planning to build an addition to its warehouse.

W. D. McGinnis and Lawrence E. Cuneo, Connellsville, Pa., have acquired the former local brewery of the Pittsburgh Brewing Co. and will remodel and improve it as a public warehouse.

Merchants' & Planters' Compress & Warehouse Co., Galveston, has awarded contract for construction of two units of its new warehouse, the two to be completed about Sept. 15 and Oct. 15, at 47th and 48th Streets near Avenue H. The buildings will be of concrete and sprinkler-equipped.

E. J. Morris Ice & Cold Storage Co., Atlanta, plans to establish an \$80,000 cold storage and refrigerating plant at Miami, Fla.

New York Transfer Co., New York City, is planning a 4-story warehouse and garage, 100 by 150 feet, at 603 West 42nd Street, to cost about \$500,000. Denison & Hiron, New York, are the architects.

O. K. Storage & Transfer Co., New Orleans, has awarded miscellaneous contracts for the completion of its 6-story reinforced concrete warehouse, 80 by 110 feet, to cost more than \$100,000. Weiss & Dreyfus are the architects.

Pajaro Valley Cold Storage Co., Watsonville, Cal., plans to establish an ice-making department, at a cost of more than \$150,000.

Pasadena Ice Co., Pasadena, Cal., is planning a 2-story cold storage warehouse, 88 by 155 feet, with foundations designed for an eventual 4-story building. The initial cost will be about \$125,000. Hamm & Grant, Inc., Los Angeles, is the architect.

Peninsular Warehouses, Inc., Detroit, has filed notice of dissolution under State laws.

Potomac Terminal Co., Washington, D. C., affiliated with the Terminal Refrigerating & Warehousing Co. of that city, has plans for a 4-story and terminal building, at Maryland Avenue and 12th and Water Streets, to cost approximately \$900,000.

Pryor-Brown Transfer Co., Knoxville, Tenn., has awarded a contract for a 4-story storage and garage building, 50 by 118 feet, on Market Street, estimated to cost \$60,000.

Riverside Storage & Cartage Co., Inc., Detroit, has increased by 30,000 square feet the storage space in its plant at 8711 Grand River Avenue.

Santa Maria Ice & Cold Storage Co., Santa Maria, Cal., is planning to build a group of 1-story buildings along the Santa Maria Valley Railroad.

Shupe Terminal Corp., Newark and Kearny, N. J., is reported to have under way plans for building a 6-story structure to cost \$4,250,000, together with a smaller plant, for storage purposes, to cost about \$150,000.

NEW INCORPORATIONS WITHIN THE INDUSTRY

Advance Trucking Co., Harrison, N. J. Capital, \$25,000. To operate a general storage and trucking business. Incorporators, Hiram C. Marshall and Frank C. Daves.

American Overseas Warehouse Co., Inc., has been incorporated at Wilmington, Del., to conduct a general warehouse and storage business. Capitalization, \$500,000.

Cicero Terminal Warehouse Co., Cicero, Ill. Capital, \$5,000. Incorporators, M. C. Schiff and C. Schiff.

W. A. Dickenson Transfer Co., Miami, Fla. To operate a general storage and transfer business. Capital, \$10,000. Incorporators, W. A. Dickenson and D. E. Jackson.

Gregg Cartage & Storage Co., Cleveland. Capital, \$10,000. Incorporators, Joseph Gregg, B. J. Smolin, A. Lame, S. W. LeWinter and A. Sheftel.

Manning Citizen Warehouse Co., Manning, S. C. Capital stock, \$4,000. To conduct a general storage warehouse business. Incorporators, Charlton Durand, president of the Home Bank & Trust Co.; W. G. King, W. M. Plowden, H. J. Bomar and T. H. Stukes.

McCann's Fireproof Storage Warehouse Co., Yonkers, N. Y. To operate a general storage warehouse. Capital, 100 shares of stock, no par value. Incorporators, W. A. Walsh, T. M. Smith and H. M. Baird, Jr.

Tooker Storage & Forwarding Co., Chicago. To operate a general storage and trucking business. Capital, \$280,000. Incorporators, Stephen G. Tooker and George F. Becker.

Valley Truck & Transfer Co., Los Angeles. Capital, \$25,000. Incorporators, S. McDaniels and F. L. Fitch, Van Nuys, Cal.

Washington Warehouse Co., Inc., Seattle. To operate a general storage warehouse. Capital, \$140,000. Incorporators, Paul C. Harper, R. G. Denny and W. P. Sprague.

Youngstown Warehouse Co., Youngstown, Ohio. To operate a general warehousing business. Nominal capital, \$500. Incorporators, Simon M. Rosenblum, O. B. Rosenblum and Max Klein.

Construction Projects

D. Stelzer & Son Truck & Storage Co., Lima, Ohio, has been granted permission to build a \$25,000 warehouse at 329 North Jackson Street.

Valley Ice & Fuel Co., Ellensburg, Wash., is planning to rebuild the portion of its cold storage warehouses recently wrecked by fire with a loss of \$22,000.

Waldren Storage Warehouse Co., Chicago, has added a story to its original 4-story plant at 2324 West Division Street.

Whitehousing Trucking Co., Syracuse, N. Y., is planning a 1-story and part basement warehouse, 85 by 210 feet, together with a garage, at Taylor and Clinton Streets.



*Public Confidence Is The True
Test Of Merit*

Thousands of GMC users express their faith in GMC by the surest sign—repeat orders. They know that GMC never sits back and rests in self-satisfaction every time it does a good job. GMC keeps right on working hard to do a still better job of furnishing high-grade performance with economy. These haulage buyers use GMC's continuous advance in the furthering of their own progress. Why don't you investigate GMC's performance records?

GENERAL MOTORS TRUCK COMPANY

Division of General Motors Corporation

Pontiac, Michigan

General Motors Trucks

TWO BITS

Vol. VI. No. 3

A Bit Here, A Bit There

Gotham, September, 1925

Our Golf Department

AT last it transpires that somebody's heart in the storagers' industry aches for Ye Ed. with regard to our golfing predicament. The possessor of the aching heart is C. M. Sanderson, sec. of the Meadowbrook Stge. Whse. Co., the Newark, N. J., storagers. C. M. writes to *Two Bits* that he is donating Ye Ed. with at least 1 spoon mashie to go with our other golfing utensils gradually being acquired. Pat O'Connor, *Two Bits*'s demon advt'g-space salesman, informs us that he has been in C. M.'s whse & that 1 or more clubs have been boxed & are ready for shipping—but up to the time this family journal went to press the box had not arrived so like as not C. M. has been spoofing us. That is the way with a lot of storagers, includ'g G. C. Dintelmann, the St. Louis storager, & Charley Morris, the Gotham storager, both of whom seriously (?) promised us—but neglected to come thru with—some clubs to go with the 1 mid-iron, 1 driver, 1 mashie & 1 golfing bag which Syd Green, the Petersburg, Va., storagers, gifted us with about several mos. ago. We could pay subway fare to Charley's warehouse O. K. if we thought he was not bluffing but we refuse to go to St. Louis, unless G. C. Dintelmann send us round-trip transportation, just for a couple (2) of golfing utensils, but anyhow here is what C. M. Sanderson, the Newark storager, writes to *Two Bits*:

"It is a crying shame* that you have to sit** in your office mo. after mo. & beg the storing industry*** in general to supply you with a set of golfing clubs# & then have to have your appeals## answered by only 1 man, namely Syd Green.###

Honestly, Ed., my heart aches for you & tonight when I get home I am going to look over my clubs & see if I can't help you a bit.† I know that I at least have a spoon that you can use & maybe there are some others. (If you had been with me Sunday†† after I had finished playing you could have had my whole darn set.) At any rate you can look††† for a club from me in a very few† days.

"Next time you are coming over to Newark bring your golfing clubs‡‡ with you & have a game with me. I'm not so good at the game but we can at least get acquainted & have a good time for ourselves."

Meanwhile, under the heading "Yea, Kuzin"—(somebody in the storagers' industry seems to have inflicted the cog-

nomen "Cousin Kent" on Ye Ed.)—the Burlap Bag department of *The Furniture Warehouseman* has taken an N. N.‡‡‡ at us by publishing the following:

"And how is your golf game, Kent B.?"
"Increasing bad, Bostwick;°° I'm going from bunk to bunker."

Well, at the N. F. W. A. convention tournament at Mackinac Island in July we may have gone from bunk to bunker, but not so much so as Tom Jackson, the Chicago storager, did. Tom's tournament score for 18 holes was 166, as compared with Ye Ed.'s 144. At last we have found somebody in the storagers' industry whom we could probably lick whom, & any time Tom wants to take us on for a game we are ready to don our green-striped golfing stockings°°° & plaid cap & battle with him.

At the Mackinac convention Ye Ed. participated in a 4some with Bill Ford, the Dallas, Tex., storager; J. P. ("Cappy") Ricks, the Jackson, Miss., storager, & Ed Mooney, the Hartford, Conn., storager. We mention this just to show that there are actually persons in our industry who are not ashamed to be seen on the golfing course with us in the green-striped stockings & plaid cap. Ed. Mooney, the Hartford, Conn., storager, won a dollar's (\$1.00) of cigarettes from Ye Ed. on the 18th hole, but by the time we were thru with the 19th he had forgotten all about them & we did not have to make good, which is 1 of 2 reasons why the 19th has always been our favorite hole.

Meanwhile what Ye Ed. needs to complete his set of golfing utensils are printed herewith somewhere below.

*The industry's, not ours. **"Recline" is the proper word. C. M., on a/c we have recently installed a couch in our office. ***Bluffers included. ‡What we need is 1 bhassie, 1 spoon mashie, 1 mashie niblick, 1 putter, & also 1 good figger. ‡‡You mean "suggestions." C. M. ‡‡‡The Petersburg, Va. storager. †You mean "Two Bits." C. M. ††Why play golfing in Sunday when you could sleep, C. M.? †††And we're still looking! †††Few—the same as Jersey has "few" mosquitoes. †††Our what?! †††Nasty Nock. †††At the 19th hole! °°The Gotham storager. °°°Sheer silk, donated by a Certain Party whose name we don't dare mention.

We are so desperate for news to fill up this mo. (Sept.'s) *Two Bits* that we are on the verge of printing a good hash recipe.

More anon on a/c nobody is contrib'g anything to us, golfing utensils inclusive.

News Items

Two Bits is threatened with discontinuation if nobody sends in any items to help fill space. If you do not want this hitherto thriving journal to suspend publication you had better dust off your trusty typewriter & rush in some stuff pronto—poems, obituaries, wedding announcements, birth arrivals, inter-city vacationing, European junkets, motor-ing via auto, etc., or by rail if you go anywhere worth going to.

Van Wycked Mott, the Wash'ton, D. C., storager, was to Paris & return of late, he sightseeing en route at our *Two Bits* office in Gotham.

Don't forget that we must have some snappy News Items if *Two Bits* is going on being published.

Harry William Tilden, Jr., arrived in America via the stork route of late. Junior's pa is H. W. T., Sr., who distributes Aunt Jemima pancake flour thru storagers' houses. Junior could hardly go hungry, say we, what with all the pancakes available in St. Joseph, Mo.

Read page 14 and swear.—Advt.

In 1924 an Oct. issue of *Two Bits* was published & if you want 1 this yr. (1925) you should proffer some editorial assistance.

Frank Jones, the Grand Rapids, Mich., storager & cynic, was to Florida on business of late.

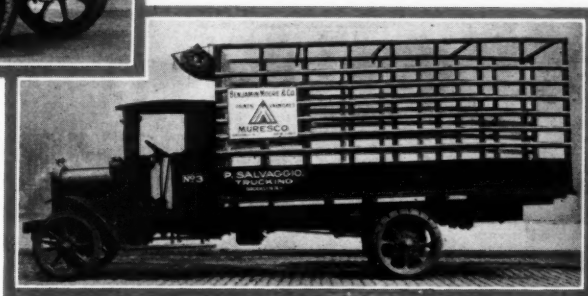
Where are you spending these Sept. days? A postcard about them to *Two Bits* will help us to get to press on time.

4 more payments on Ye Ed.'s new auto has been paid since our Aug. issue was out. Nobody cares whether the flivver is ever paid for or not, except the auto co. cares, but items like this fill space when our readers, if any, do not contrib.

Ye Ed. vacationed in Aug. somewhere in New England. It is items like this, about where you went, etc., that *Two Bits* needs in order to be successful enough to increase our subscription list, even if you don't go to New England, anywhere being O.K. so long as you notify us either before or after.

United

*For the long run
or the
short haul*



It isn't alone the amount of business done, it's the cost of doing it that means profits or losses at the end of the year.

For fifteen years United Trucks have spelled "profits" to their users by their unfailing dependability and economy of operation.

Made in sizes to fit every hauling requirement, with United quality built into every job.

Prospective buyers of trucks and vans should investigate the United before they buy.



UNITED MOTORS PRODUCTS COMPANY
Grand Rapids, Michigan

"Quality Transportation Units Since 1910."



A miniature city of Warehouses and Terminals representing \$16,500,000

In the above illustration are twenty Moores & Dunford warehouses, located in fourteen different cities, built and designed for nineteen clients in last three years.

There are fifteen Household Goods Warehouses of most modern type with very latest departments for every class of household goods and personal effects.

Two are combination General Merchandise and Household Goods Warehouses equipped with special features.

Three are large, modern terminals with latest type cold storage space for handling of general merchandise, coupled with docks, slips, waterways for steamships, giving combination water and rail service with storage in transit.

The buildings shown form only a small part of the large volume of Warehouse design and construction

completed by us during the years we have been serving the Industry. Many of the buildings shown were financed through our banking connections.

The facilities at our command, our Engineering Staff, our vast experience accumulated through years of service are at your disposal.

We cordially invite Warehousemen to inspect our display of water color elevations and plans of the buildings illustrated above. We believe the interesting features incorporated in our late work will be of value to all Warehousemen in their future building program. We will be very pleased to arrange for appointments with you.

We charge no fee for consultation and advice

MOORES & DUNFORD, Inc.

110 East 42nd St.

New York City

Years of specialization in the designing and planning of Warehouses.



A Moores & Dunford designed Warehouse means greatest available storage space.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING

Shippers' Index

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns



"Listen to me swear!"

WITH this issue begins the real serious work of compiling information for the 1926 Warehouse Directory, to be published as part of the January, 1926, issue of *Distribution & Warehousing*.

Each year this work has become greater than that during the previous year, and each year we have been able to make the industry's annual reference volume more nearly complete, more comprehensive, more valuable, for the manufacturers and warehousemen who consult it throughout the twelve months when making consignments.

"ANDY" SAYS

In order to offer all these shippers information which can be thoroughly relied upon, we have decided to let those storage executives whose companies are given detailed listings swear to the correctness of the information they supply. Listings so sworn to will be indicated in the Directory by placing a STAR—thus: *—after each, similar to the STAR which appears after all up-to-date listings in the 1925 book.

In other words, the STARRED listing in the 1926 Warehouse Directory will mean more than it ever has meant in the past. For those companies which take a genuine and lively interest in the value of their listing it will offer an opportunity to tell the world that the information published is correct.

We know that most all business men are honest and we are confident that the majority of the public storage executives will cooperate in every way to back this plan to establish mutual confidence between the warehouse industry on the one hand and the distribution world on the other.

For details regarding the 1926 system of STARRING Directory listings, turn to page 14 of this month's issue of *Distribution & Warehousing*.

"ANDY"



The "starred" listing will bring this lady to your door

CONVENTION CALENDAR

(Annual or Semi-Annual Meetings)

October	Connecticut Warehousemen's Association	Hartford
October 16-17	Missouri Warehousemen's Association	St. Louis
October 21-22	Southern Warehousemen's Association	Knoxville, Tenn.
November 30	American Chain of Warehouses	Washington, D. C.
December 1-5	American Warehousemen's Association	Washington, D. C.
December	Illinois Association of Warehousemen	Chicago, Ill.
January, 1926	Canadian Warehousemen's Association	(To be decided)
January, 1926	National Furniture Warehousemen's Association	(To be decided)
January, 1926	New Jersey Furniture Warehousemen's Association	Newark
January, 1926	New Jersey Merchandise Warehousemen's Association	(To be decided)
January, 1926	New York Furniture Warehousemen's Association	New York City
February, 1926	Maryland Furniture Warehousemen's Association	Baltimore
February, 1926	Pacific Coast Furniture Warehousemen's Association	(To be decided)
February, 1926	Pennsylvania Furniture Warehousemen's Association	Philadelphia
February, 1926	Pennsylvania State Warehousemen's Association	(To be decided)
May, 1926	Washington State Warehousemen's Association	(To be decided)

BIRMINGHAM, ALA.

Charlie's Transfer Co.

Incorporated 1903

**Distributors and Forwarders
Storage and Hauling**

We specialize on merchandise handling.
Private siding, connecting with all railroads.

BIRMINGHAM, ALA.

ESTABLISHED—1880

OVER 40 YEARS OF HONORABLE SERVICE

HARRIS TRANSFER

AND

WAREHOUSE CO.

MODERN FIREPROOF WAREHOUSE
MERCHANDISE and HOUSEHOLD GOODS
STORAGE HAULING PACKING

Prompt Service—Accurate Accounting

Offices, Lincoln Life Building

BIRMINGHAM, ALA.

**Hess-Strickland Transfer
& Storage Co.**

General Merchandise, Furniture
and Household Goods Storage

Distribution of Pool Cars Given Special Attention—
Motor Trucks in Addition to Wagon
Equipment—Track Connections with All
Railroads.

MONTGOMERY, ALA.

LEADING WAREHOUSEMEN

DISTRIBUTION—HAULING
PACKING — STORAGE of
HOUSEHOLD GOODS
MERCHANDISE and AUTOMOBILES

TWO LARGE WAREHOUSES—PRIVATE SPUR
LARGE FLEET OF MOTOR TRUCKS

ALA. MOTOR TRANSFER CO.

COR. LAWRENCE and RANDOLPH—132 LEE

MONTGOMERY, ALA.

STORAGE—FORWARDING—DISTRIBUTING

Warehouse on Western Railway of Alabama.

Bonded. Sprinkler System. Low Insurance.

ALABAMA'S LARGEST MERCHANDISE WAREHOUSEMEN

MOELLER TRANSFER & STORAGE CO.

210-220 Coosa St. P. O. Box 552.

PROMPT SERVICE

SATISFACTION GUARANTEED

Members: { American Warehousemen's Association
Southern Warehousemen's Association

PHOENIX, ARIZ.

**Arizona Storage and
Distributing Co.**

MERCHANDISE HOUSEHOLD
POOL CAR DISTRIBUTION

Government Licensed
and Bonded Warehouses

18 South Central, Phoenix, Arizona
NFWA-AWA

TUCSON, ARIZONA

Tucson Warehouse & Transfer Co.

POOL CAR DISTRIBUTORS

FIREPROOF STORAGE

26 North Scott St. Tucson, Arizona

FORT SMITH, ARK.

**O.K. TRANSFER & STORAGE CO.**

Rogers Ave. and 2nd St.
FORT SMITH, ARK.

Storing—Shipping—Moving
Pool-Car Distributing a Specialty



LITTLE ROCK, ARK.

Gazette Transfer & Storage Co.

212-214 Scott St.

Distribution of merchandise and household goods pool cars—
City and interurban delivery—transfer of household goods—
storage of agricultural implements. Crating and packing. A fleet
of motor trucks and a well organized business guarantees you
an exceptionally efficient service.

LITTLE ROCK, ARK.

Terminal Warehouse Co.
**Storage—Drayage—
Distribution**

85,000 Sq. Ft. Warehouse Space

Fireproof Sprinklered

Free Switching from All
Railroads

TEXARKANA, ARK.

DISTRIBUTION

1882

TEXARKANA

Complete Service

HUNTER

TRANSFER CO.

ARK-TEX.

STORAGE

BERKELEY, CAL.

DRIVER

STORAGE CO.

Formerly

STUDENTS

TRANSFER & STORAGE CO.

Distributors of Pool Cars
Fireproof Depositories

SHATTUCK AVE. AT WARD ST.

EL CENTRO, CAL.
IMPERIAL VALLEY

PIONEER TRUCK and TRANSFER CO



Warehouse:
S. E. Cor. 3rd & State Sts.
Office: 114 N. 5th St.

Only Reinforced
Concrete Warehouse
for Storage and
Carload Distributing
Throughout
the Whole Imperial
Valley.

Daily Truck Service
to All Valley Towns.
Our Stock in Trade,
SERVICE.

FRESNO, CAL.

Located in the Center of Fresno

State Center Warehouse & Cold Storage Co.

"Fireproof"

Private siding Santa Fe

Distributors of Pool Cars
Household Goods, Merchandise
Members American Chain of Warehouse and California Warehouse Assn.
747 R STREET, FRESNO, CALIFORNIA

FRESNO, CAL.

Valley Van & Storage Co., Inc.

Private Spur

Distributors of Pool Cars of
Household Goods, Machinery and Merchandise
Office: 842 Broadway, Fresno, Calif.

HOLLYWOOD, CAL.

LOCATED IN THE CENTER OF
RESIDENTIAL LOS ANGELES

Hollywood Storage Company, Inc.

"FIREPROOF"

Car Distribution

Private siding P. E. RR.

We have Los Angeles terminal rates
Consign to Hollywood via U. P., S. P. or A. T. & S. F. RR.
1666 N. Highland Ave., Hollywood, Calif.

LONG BEACH, CAL.

BOYS TRANSFER AND STORAGE CO.

(Specializing in Household Goods)

Moving Packing Storage Shipping

Send us your next shipment; Large or Small. You can be assured of Fair
Treatment for your customer. Remittances Promptly made, SAME DAY. And
proper protection of your interests at this end—No Passing the Buck.

(DEPENDABLE SERVICE)

Office 428 Locust Ave.

Affiliations

LONG BEACH, CAL.

Since
1903

Harry Meldrim, Pres.



HOUSEHOLD GOODS MERCHANDISE

Removals, Packing, Forwarding, Distributing
4 Warehouses
100,000 sq. ft. STORAGE Warehouse Spur—U. P.
Son. Pac. & Pac. Elec.

MEMBERS: { California Warehouseman's Assn.
Pacific Coast Furniture Warehouseman's Assn.
National Furniture Warehouseman's Assn.

San Pedro—DOCK CONNECTIONS—Wilmington
SAFETY SERVICE

FRESNO, CAL.

BEKINS

VAN & STORAGE CO.

California
Shipments Promptly
Handled

—Distributors of pool
car shipments.

—Private spur.

—12 fireproof deposi-
tories in California.San Francisco
13th and MissionOakland
22nd and San PabloLos Angeles
1335 S. Figueroa
StreetFresno
1248 Van Ness Ave.

LONG BEACH, CAL.

Long Beach Transfer & Warehouse Co.

Incorporated 1907

Household Goods Our Specialty

Removals, Storage, Packing, Forwarding and
Distributing

Private Siding—Union Pacific Railroad

MEMBER { National Furniture Warehousemen's Association.
Pacific Coast Furniture Warehousemen's Asso-
ciation.

We send our check promptly on collection of your
charges.

Only Fireproof Warehouse in Long Beach
on a Private Siding

LOS ANGELES, CAL.

BEKINS

VAN & STORAGE CO.

California
Shipments Promptly
Handled

Los Angeles
1335 S. Figueroa
Street

Fresno
1248 Van Ness Ave.

—Distributors of pool
car shipments.
—Private spur.
—12 fireproof deposi-
tories in California.

San Francisco
13th and Mission

Oakland
22nd and San Pablo

LOS ANGELES, CAL.

MERCHANDISE

Storage and Distribution

4 acres of floor space, sprinkler equipped, served by S. P. spur tracks and prepared to give complete warehouse service. Our location, experience, warehouse facilities, and local standing, all make it worth your while to consider this warehouse for the storage and distribution of your merchandise.

JENNINGS-NIBLEY

Warehouse Co.

1101 East 5th Street, Los Angeles, Cal.

LOS ANGELES, CAL.



CALIFORNIA TRUCK CO.

INCORPORATED 1884

Pool Carload Distributors

Handling goods destined to points in

SOUTHERN CALIFORNIA and ARIZONA

and to

TRANS-PACIFIC PORTS

P. O. BOX 570, ARCADE STATION

LOS ANGELES, CAL.



Co-operation

Consign to L. A. Warehouse—the largest fireproof repository for household goods on the Pacific Coast. We co-operate to the utmost and treat your customers as we do our own.

Los Angeles Warehouse Co.

316 Commercial St.

Los Angeles

LOS ANGELES, CAL.

Located in the Center of Downtown
Business District

COLYEAR'S

VAN & STORAGE CO.

Curtis C. Colyear, Prop.

MAIN OFFICE—415 S. San Pedro St.

Warehouse No. 2

415 S. San Pedro St. Fireproof.

Warehouse No. 4

540 S. Alameda St. Sprinkler Equipped.

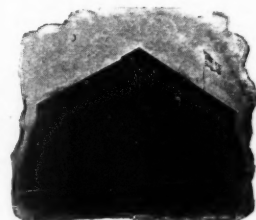
Member { American Warehousemen's Association
Nat'l Furn. Warehousemen's Association
Pacific Coast Warehousemen's Association
Los Angeles Warehousemen's Association

Moving—Packing—Storing—Shipping
Pool Car Distribution—Household Goods—Merchandise
Twenty-Two Years of Dependable Service

LOS ANGELES, CAL.

Consign to LYON

Two modern Fireproof
Warehouses in residential
districts — private spur
tracks. Prompt service and
collections.



Lyon Fireproof Storage Co.
1950 SO. VERMONT AVE. LOS ANGELES

LOS ANGELES, CAL.

Fidelity Fireproof Storage

Packing, Moving, Shipping of household goods,
distribution of pool cars to and from everywhere.

WASHINGTON & ARAPAHOE ST.

LOS ANGELES, CAL.

LOCATED IN THE CENTER OF
RESIDENTIAL LOS ANGELES.

Hollywood Storage Company, Inc.

"FIREPROOF"

Car Distribution Private siding P. E. RR.

We have Los Angeles terminal rates

Consign to Hollywood via U. P., S. P. or A. T. & S. F. RR.

1666 N. Highland Ave. Hollywood, Calif.

LOS ANGELES, CAL.

MARK DESTINATION

The Heart
of The Best
Residential
District

HOLLYWOOD

and Save

Los Angeles
7 MI. HAUL



PREMIER

FIREPROOF STORAGE CO.

6372 SANTA MONICA BOULEVARD
HOLLYWOOD CALIF.

LOS ANGELES, CAL.

WE SOLICIT YOUR
SHIPMENTS AND POOL CAR
DISTRIBUTION

PRUDENTIAL
STORAGE & MOVING CO.

LOS ANGELES
OFFICE
941 W. 16th ST.

SAN DIEGO
OFFICE
962 Second St.

THREE WAREHOUSES—PRIVATE R.R. SIDINGS

Members Pacific Coast Furniture Warehousemen's Association
National Furniture Warehousemen's Association

LOS ANGELES, CAL.

Complete
Facilities

for
Freight Forwarding
and Distributing
of

HOUSEHOLD
POSSESSIONS

Members:

National Furniture Ware-
housemen's Assn.
Pacific Coast Furniture
Warehousemen's Assn.
American Warehousemen's
Association.

The most Up-to-date Service for
Los Angeles' most exclusive
Residential Section.



116 SO. WESTERN AVE.

LOS ANGELES, CAL.

RICHARDS
TRUCKING & WAREHOUSE
COMPANY

668 SO. ALAMEDA ST.
LOS ANGELES, CALIF.

Agents:

Baldwin Universal Co.

We solicit
your commercial stor-
age and pool car dis-
tribution, as we are lo-
cated on free trackage,
and operate both City
and Interurban Motor
Truck Service, in most
of the territory sur-
rounding Los Angeles.
We are authorized franchise carriers
under the Railroad Commission.

Route "VIA RICHARDS"

SPECIAL STEAMSHIP CONNECTION
FROM WILMINGTON & SAN PEDRO HARBOR TO LOS ANGELES



OAKLAND, CAL.

BEKINS
VAN & STORAGE CO.

California
Shipments Promptly
Handled

Los Angeles
1335 S. Figueroa
Street

Fresno
1248 Van Ness Ave.

—Distributors of pool
car shipments.

—Private spur.

—12 fireproof deposi-
tories in California.

San Francisco
13th and Mission

Oakland
22nd and San Pablo

LOS ANGELES, CAL.

1,500,000 Square Feet of

Modern Fireproof Warehouse Space in Los Angeles and at the
Port of Los Angeles.
Free and U. S. Customs Bonded Storage
Insurance Rate 18 cents.

Storage—Forwarding—Distribution—Cartage

Space Leased for Private Warehouse, Office and Display Desk.
Space with Desk and Office Service Rented.
Cotton Pressed to High Density.

Special equipment for the proper handling of various commodities.
Steamer Space booked when requested.

We can serve you in some capacity and would suggest that
you complete your file by requesting the rates for our specialized
service.

UNION TERMINAL WAREHOUSE COMPANY
UNION TERMINAL WAREHOUSE CORPORATION
SHATTUCK & NIMMO WAREHOUSE COMPANY
LOS ANGELES, CALIFORNIA

OAKLAND, CAL.

NO TASK TOO GREAT
LAWRENCE
WAREHOUSE COMPANY
NO DETAIL TOO SMALL
5TH AND KIRKHAM STREETS, OAKLAND



AL. T. GIBSON, Pres.

ONTARIO, CAL.

Natural Distribution Center
for San Bernardino and Surrounding Counties

Railroad Siding and Storage Yard. 560 feet of Private
Track

Carload Distribution

Fireproof Storage. 16,000 sq. ft. of inside
storage space. 22,000 sq. ft. of outside stor-
age space. First-class Auto Truck Service.
Connections with all towns. A real service
located in the heart of Southern California.

HICKEY WAREHOUSE CO.
541 E. Main St. Ontario, California

The Men Who Distribute

Ford Roofing

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

"When Shipping West, Ship Westland"

WESTLAND WAREHOUSES, located in heart of Cen-
tral Manufacturing District, on tracks of Los Angeles
Junction Railway (a neutral belt line road connecting
with all main lines at through rates), offer you complete
warehouse service in modern fireproof structures at reason-
able rates. Lowest insurance rates in city. Office and dis-
play desk space for lease.

Westland Distribution & Storage
Warehouse Co.

Central Manufacturing District

Los Angeles

SAN DIEGO, CAL.



Kettner Blvd. at B St.

Successors to Prudential Storage & Moving Co.

OFFERING A MOST

**EFFICIENT - ECONOMICAL
AND COMPLETE SERVICE**

INCLUDING

RECEIVING - STORING
PACKING - MOVING
SHIPPING & DISTRIBUTING

OF BOTH

**HOUSEHOLD GOODS and
MERCHANDISE**

SAN FRANCISCO, CAL.



**Storing and Dis-
tributing Mer-
chandise Our
Specialty**

Let us handle your
San Francisco ship-
ments.

We supply the necessary services for the
handling of merchandise through a
modern warehouse.

San Francisco Warehouse Co.
625 Third Street



SAN FRANCISCO, CAL.

SERVICE



Office and Main Warehouse
2701 SIXTEENTH STREET, SAN FRANCISCO, CAL.

Cable Address
"SOUTHER"

Codes
All Standard

Private Terminal on So. Pac. Tracks
Exclusive Facilities for Handling Automobiles, Trucks,
Tractors, Etc.

In 1924 we handled 17,000 motor vehicles

SOUTHER WAREHOUSE COMPANY

BOXING FOR EXPORT SHIPMENT

All details handled, bills of lading, clearance, etc.
We are Specialists in this business.

MAY WE SERVE YOU?

SAN FRANCISCO, CAL.

BEKINS
VAN & STORAGE CO.

California
Shipments Promptly
Handled

Los Angeles
1335 S. Figueroa
Street

Fresno
1248 Van Ness Ave.

—Distributors of pool
car shipments.

—Private spur.

—12 fireproof deposi-
tories in California.

San Francisco
13th and Mission

Oakland
22nd and San Pablo

SAN FRANCISCO, CAL.

Consign to

THE HASLETT WAREHOUSE CO.
60 CALIFORNIA ST., SAN FRANCISCO

Pioneer in the Warehouse and Distribution Business
Operating in the Logical Distribution Center of the Pacific Slope with
Complete Warehouse and Drayage Facilities
Low Insurance Rates

S. M. HASLETT, President P. E. HASLETT, Secretary
Member American Warehousemen's Ass'n.
Member American Chain of Warehouses.

SANTA MONICA, CAL.

STORING—MOVING—PACKING—SHIPPING

SECURITY VAN & STORAGE CO.

M. ZERBONI

Inc.

M. W. ZERBONI

New Fireproof Storage

SANTA MONICA, 1417 Second St. LOS ANGELES, 509 Molino St.

SAN FRANCISCO, CAL.

NO TASK TOO GREAT
LAWRENCE
WAREHOUSE COMPANY
NO DETAIL TOO SMALL
37 DRUMM STREET, SAN FRANCISCO



AL T. GIBSON, Pres.

DENVER, COLO.

A. H. AMICK

E. W. PITCHER

Amick Transfer & Storage Co.
1029 Santa Fe Drive, Denver, Colo.
FIREPROOF WAREHOUSE



Pool cars distributed.
Local and interurban truck
service.
Low insurance rates.

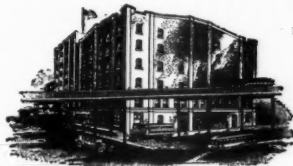
Household Goods
Complete packing service.
Reciprocity at every opportu-
nity.
Open or private storage.

DENVER, COLO.

The Johnson Storage and Moving Company, Inc.
221 BROADWAY
MODERN FIREPROOF WAREHOUSE
DENVER, COLORADO

Member { C. T. & S. A. Household Pool Car Distributors
N. F. W. A.

DENVER, COLO.



WAREHOUSE

Your Stocks With Us

150,000 Sq. Ft. Space

DENVER

Serves Two Million Population

Send Pool Cars in our care for distribution.
42 teams and trucks insure prompt service
to customers and satisfaction to you..

The Kennicott-Patterson Transfer Co.
1700 Sixteenth St. DENVER, COLORADO

The Men Who Distribute

Seaman Paper Products

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

DENVER, COLO.

F. C. Bartle, President

The Merchants Storage & Transfer Co., Inc.

Drayage and Storage Distribution

OFFICE
1556 Wazee Street
Telephone Main 6667

WAREHOUSES
1536 Wynkoop St.
Telephone Main 1632

Sprinkler System Warehouse

Free Switching from All Railroads

Centrally Located in Shipping District

Storage of Merchandise and Household Goods

Household Goods Shipped to All Points
at Reduced Rates

Distribution of Pool Cars Our Specialty

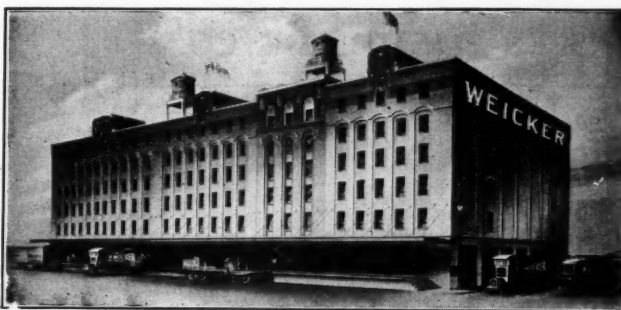
Member

Central Warehousemen's Club
Colorado Transfer Companies Association
American Warehousemen's Association
Denver Transfer Companies Association
National Furniture Warehousemen's Association
Correspondence Solicited

DENVER, COLO.

When You Need
SERVICE
in Denver and
vicinity

*we are the distribution and
warehousing specialists who
can serve you best.*



Our vast experience as receivers, forwarders and distributors has fitted us to handle your every requirement in the most satisfactory way.

Our spacious warehouses located within a short haul of all local freight depots, the wholesale and retail district, and connected by track with every railroad entering Denver, is at your disposal—comprehensive service and full protection at extremely low rates.

We are thoroughly equipped to distribute General Merchandise, Heavy Machinery, Household Goods.

Write our traffic expert for full information on all your shipping problems in this territory. He will be glad to help you—we will be glad to serve you.



THE WEICKER TRANSFER & STORAGE COMPANY

1700 Fifteenth Street
Denver Colorado



PUEBLO, COLO.

Send Your Goods Where They Will Be Bought!

The residents of Pueblo proper have two million dollars a month to spend. Thirty million a year besides are spent in Pueblo by the residents of the surrounding two hundred mile circle.

Put your goods into our house in Pueblo, where the quickest and cheapest movement to any part of this prompt-paying market is secured.

You could not ask for better service than we will give you. You will find no other region of the country more responsive to cultivation. Put a stock into Pueblo and prosper.

S A G E
Transfer & Storage Co.

HARTFORD, CONN.

Established 1850

Incorporated 1908

The Bill Brothers Company

Transfer and Storage

190 Ann Street, Hartford, Conn.

Superior Facilities for the Moving of Machinery, Safes, Furniture, Pianos, Etc. Household Effects of Every Description Properly Packed for Storage or Shipment

STORAGE WAREHOUSES

With Separate Apartments for Household Goods and Private Railroad Siding for Carload Shipments

TRINIDAD, COLO.

The Place to Get Service

POPLE

TRANSFER & STORAGE CO.

BRIDGEPORT, CONN.

THE BRIDGEPORT STORAGE WAREHOUSE CO.

No. 10 Whiting Street

Merchandise and Household Goods
Warehousing and Distribution
Private siding—Free switching
Low Insurance—Prompt Service

GREENWICH, CONN.

HENRY G. DRINKWATER'S SONS, Inc.

Storage Warehouses

PACKING—CRATING—SHIPPING OF
HOUSEHOLD GOODS

Members of the National Furniture Warehousemen's Assoc.

HARTFORD, CONN.

GEORGE E. DEWEY & CO.

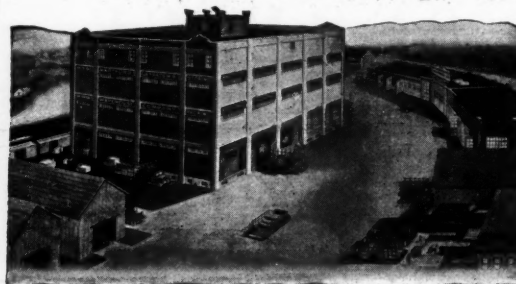
JOSEPH M. PELCHAT, Proprietor

Local and Long Distance Furniture and Piano Moving
Packing, Crating and Shipping of Pianos, Furniture, China
Only Fireproof Storage Warehouse in Hartford

Members of
(National Furniture Warehousemen's Association
Connecticut Warehousemen's Association
Canadian Warehousemen's Association)

HARTFORD, CONN.

Hartford Despatch & Warehouse Company



FIREPROOF WAREHOUSE

THE ONLY FIREPROOF WAREHOUSE in this vicinity for storage of furniture and merchandise with PRIVATE RAILROAD SIDING. We offer the LOWEST INSURANCE RATES in and about HARTFORD, a building especially designed for warehouse purposes with PRIVATE ROOMS for the storage of FURNITURE and PIANOS. Open storage for MERCHANDISE and AUTOMOBILES. SHED and YARD ROOM facilities with WATCHMAN SERVICE, a TRUCKING SYSTEM which combines PROMPT LOCAL DELIVERIES with an OVERNIGHT SERVICE via RAIL and MOTOR TRUCK to all the principal TOWNS and CITIES within a FIFTY MILE radius.

MEMBERS OF

National Furniture Warehousemen's Association
Connecticut Warehousemen's Association
American Warehousemen's Association
American Chain of Warehouses
Conn. Representatives: Big Four Transfer Co.

NEW LONDON, CONN.

GARDNER STORAGE CO.
18 BLACKHALL STREET
PIANO AND FURNITURE PACKER, MOVER
AND SHIPPER
Safe Mover—Freight and Baggage Transfer—STORAGE
Members: Conn. Warehousemen's Assn.
Nat. Furniture Warehousemen's Assn.

WATERBURY, CONN.

The Ralph N. Blakeslee Company
Est. 1859
Storage { Furniture Trucking { Local and
 { Merchandise { Long Distance
Large Padded VANS for Furniture Moving
Members: N. F. W. A., Conn. W. A.

WATERBURY, CONN.

Waterbury Storage Company
John Moriarty, Inc., Prop.
Est. 1877
127 East Main St.
Elevators Fireproof Buildings Cap. 562 Rooms
MEMBERS: N. F. W. A.
Connecticut Warehousemen's Ass'n

WASHINGTON, D. C.

Modern
Fireproof
Building

LONG
DISTANCE
MOVING

PACKING
STORING
SHIPPING



SMITH'S TRANSFER & STORAGE CO., INC.
1313 You Street, N. W.

WASHINGTON, D. C.

UNITED STATES STORAGE CO.
418-420 TENTH STREET, N. W.



MEMBERS:
National Furniture
Warehousemen's Association

Efficient and Courteous
Service

Modern Fireproof Warehouse

We are prompt in all things.

Member:
American Warehousemen's Assn.

Distributors of Pool Cars

The Men Who Distribute
Cook's Linoleum

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

JACKSONVILLE, FLA.



Member National Furniture
Warehousemen's Association

Delcher Bros. Storage Co.
459-61-63-65 Riverside Avenue
FIREPROOF WAREHOUSE
Low Insurance Rate
We Move, Pack, Store and Ship
Household Goods
Distributing Pool-Car a
Specialty
FLORIDA'S LARGEST
Shippers of Automobiles
for Tourists

JACKSONVILLE, FLA.

**UNION TERMINAL
WAREHOUSE COMPANY**
EAST UNION and IONIA STREETS
55 Rental Compartments Track Capacity 52 Cars
Building of reinforced concrete with sprinkler system. Low
Insurance Rate. Sub-Post Office and branch Western Union
Telegraph. Joint Railroad Agent. L.C.L. freight loaded
direct for line of road.
**GENERAL MERCHANDISE STORAGE
AND FORWARDING**
Special attention to handling of pool cars.

MIAMI, FLA.

**The John E. Withers Transfer &
Storage Co., Inc.**

will give your shipments careful attention. Fireproof Ware-
house. Facilities for distribution of pool cars. Moving, pack-
ing, shipping and storing Household Goods and Automobiles.
Private Trackage Motor Equipment
1000-12 N. E. First Ave., Miami, Fla.

ORLANDO, FLORIDA

Orlando Bonded Warehouse (Inc.)

Post Office Drawer No. 1672
100-112 West Amelia Avenue
Storage and Distributing of General Merchandise,
Machinery, Household Goods
Private Siding, A.C.L.R.E.
Member National Furniture Warehousemen's Association
Sprinkler Protection Low Insurance
It's a pleasure to serve you

PENSACOLA, FLA.

Ferriss Warehouse & Storage Co.

HARRY P. FERRISS, PRES.
Receiving and Warehousing of General Merchandise in car-
loads or less than carloads.
Merchandise stocks carried and records kept for out-of-town
concerns.

Cor. Chase & Alcinez Streets

TAMPA, FLORIDA

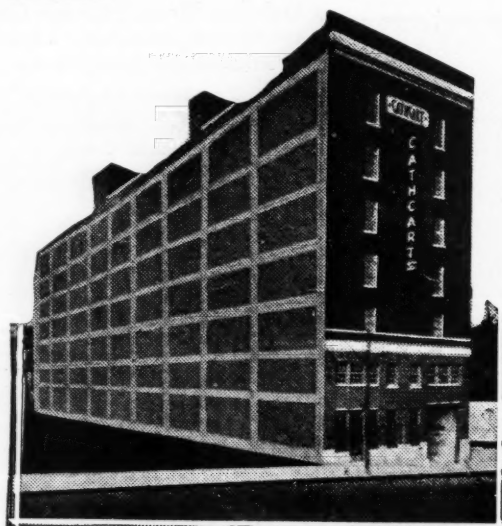
JOBBERS WAREHOUSING COMPANY

Storage, Distribution, Forwarding
Hauling and Stevedoring

31,000 Sq. Ft. Floor Space
Private R. R. Sidings and Docks, Deep Water

"Anything from Parcel Post to Steamship Cargoes"

ATLANTA, GA.



CATHCART VAN AND STORAGE CO.

HOUSEHOLD GOODS EXCLUSIVELY

THE MOST **MODERN WAREHOUSE** IN THE SOUTH

MEMBERS N. F. W. A.

ATLANTA, GA.



**MERCHANDISE ONLY
STORAGE
DISTRIBUTION**

Member American Warehousemen's Association

Security Warehouse Co.
Atlanta, Ga.

ATLANTA, GA.

CAMP TRANSFER & STORAGE, Inc.
16 Central Ave.

Storage, Packing, Shipping of Household Goods
Pool Car Distribution of Merchandise

Members of N. F. W. A.

AUGUSTA, GA.

L. C. DOOLITTLE, Gen. Mgr.

Augusta Bonded Public Warehouse Co.

Complete Warehouse Service in Storage and Distributing Merchandise.
Logical Point for Georgia Pool Car Shipments.

DIRECT RAILROAD SIDING. ALL RAILROADS.
REFERENCES: ANY BANK OUR CITY.

AUGUSTA, GA.

THE HOLLINGSWORTH WAREHOUSES
MERCHANDISE WAREHOUSING AND
DISTRIBUTING POOL CARS A SPECIALTY

Warehouse Not as Large as the Largest.
But Our Service as Good as the Best.

SAVANNAH, GA.

**Savannah Bonded
Warehouse and Transfer Co.**

General Storage—Re-Consigning
Distributing—Forwarding
Prompt and Efficient Service
Exceptional Facilities
Custom House Brokers

Track Connections with all Railroads and Steamship Docks
Members American Chain of Warehouses
Members American Warehousemen's Association

R. B. YOUNG, President
Bay Street Extension and Canal
P. O. Box 985 Savannah, Ga.

BOISE, IDAHO

PEASLEY
TRANSFER & STORAGE COMPANY
STORAGE, TRANSFER AND FORWARDING
419 SO. EIGHTH STREET

KEEP IT UP!

One step won't take you very far, you've got to keep on walking;
One word won't tell them what you are, you've got to keep on talking;
One inch won't make you tall, you've got to keep on growing;
One little "ad" won't do it all, you've got to keep 'em going.

Sent to DISTRIBUTION & WAREHOUSING by George S. Lovejoy, Vice-President of the American Warehousemen's Association.

BLOOMINGTON, ILL.



The Whole Corn Belt Is At Our Door

Free Switching connects our loading platform with five trunk lines. That means that no matter where your factory may be, you can ship to us by carload with the minimum amount of switching, time and freight. It also means that reshipments we make for you go by the most direct route in the shortest possible time, with the least amount of handling or transferring. Practically every point in the Middle West can be reached direct from our door by L. C. L. shipment. This is a big factor in successful pool-car distribution, and one that should incline you in our favor as the distributors, when you decide to take advantage of the many benefits of that method.

JOHNSON TRANSFER CO.

Bloomington, Illinois

BLOOMINGTON, ILL.

F. G. BRUNTON

C. E. BRUNTON

R. N. BRUNTON

BRUNTON TRANSFER & STORAGE CO.

Since 1905

Pool Cars and Merchandise Distributors
Household Goods stored; packing and
crating; long distance moving a specialty.

Local distributors for Procter & Gamble, H. J.
Heinz Co., etc. Consign your goods in our care
for prompt delivery.

415 N. Center St.

Phone 813

CHAMPAIGN, ILL.
URBANA, ILL.

WAGNER & SON

TRANSFER—PACKING—STORAGE

Packers and Shippers for the TWIN CITIES

Logan & Water Sts.

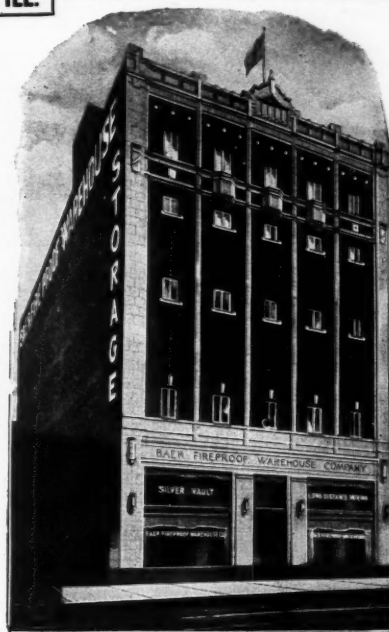
Champaign, Ill.

The Men Who Distribute

Rexall Products

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

CHICAGO, ILL.



Established 1892

BAER FIREPROOF WAREHOUSE CO.

POOL CAR DISTRIBUTORS
Of Furniture and Pianos

Collections Promptly Remitted

Members—The Chicago Association of Commerce—Nat'l Furniture Ware-
housemen's Assoc.—Illinois F. W. Association—Furniture
and Piano Movers Assoc.
General Office—1927 Milwaukee Avenue, Chicago, Illinois

CHICAGO, ILL.

BEKINS

Household Shipping
Company



Reduced Rates on Household Goods, Automobiles
and Machinery

General Offices, 905 BEDFORD BLDG., Chicago

NEW YORK, BOSTON, BUFFALO, CINCINNATI

CHICAGO, ILL.

CENTRAL STORAGE & FORWARDING CO.

2001 West Pershing Road

Operating

CHICAGO'S FINEST MERCHANDISE WAREHOUSES

On the great Chicago Junction Railway—In the world-
famous Central Manufacturing District—The geographical
center of Chicago.

No Switching Charges—No Cartage—No Delays.
650,000 square feet of fireproof space. Insurance rate 7½¢

No Trap-Cars Here
L. C. L. Freight Loaded Direct to Destination
WHY NOT USE THE BEST FACILITIES?

CHICAGO, ILL.



From Now On At Your Service Here

In order to serve our patrons with the efficiency which we consider essential, the Continental Warehouse Company is now located in the quarters illustrated above.

Increased floor space, fire-proof construction, and many other additional advantages are now available for all.

On the Rock Island Railroad, with a 10-car spot. Usual pool car distribution. Our own fleet of trucks, as before. And lower insurance rates.

Let us prove to you, through the use of our improved service, that our expansion has been made for you.

Continental Warehouse Company
2201-35 S. LaSalle Street Chicago, Ill.

CHICAGO, ILL.

EMPIRE STORAGE COMPANY

Fireproof
Warehouses
For Household Goods
(Established 1891)

Carloads billed to our house track on Illinois Central Railroad at Fifty-first Street can be unloaded direct to our warehouse floor.

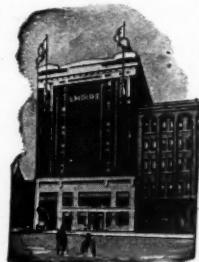
Low distribution rate on pool cars.



"Ship the
Empire Way"

**EMPIRE STORAGE
COMPANY**
52ND ST. AND COTTAGE
GROVE AVE.

MEMBER
National Furniture Warehousemen's Assn.
Illinois



CHICAGO, ILL.

Are You a Judge of Warehouses? Come and Look at a Good One

See for yourself our location with reference to Chicago's central business district. Walk through our low-insurance-rate buildings. Watch our men and equipment expediting goods. See our tunnel connection with all outbound railroads. Read our financial statement.

We are confident that you will decide to consign future carloads to

Currier-Lee Warehouse Co.
427 W. Erie Street Chicago, Illinois
Associated with Distribution Service, Inc.
Offices in New York, Chicago and San Francisco

CHICAGO, ILL.

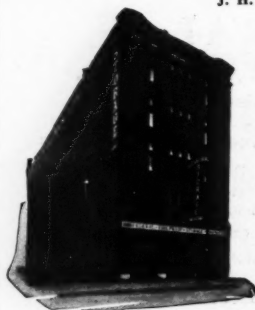
J. H. MEYER, Pres. A. W. MEYER, V. Pres.
ED. WEBER, Secy.

Federal Fire Proof Storage Company

Closest Storage Warehouse to
the Loop

**Removals, Packing,
Shipping**

Main Office and Warehouse (A)
1230-1232 N. Clark Street
Warehouse (B)
871-873 N. State Street
ALL PHONES DIVERSEY 0600



CHICAGO, ILL.

G. A. Foster, Pres. L. N. Foster, Vice-Pres. H. B. Foster, Secy. & Treas.

CENTER OF THE GREAT WEST SIDE

Garfield Park Storage Company

3111-17 W. Madison Street
(Two Blocks East of Garfield Park)



Prompt and efficient service for West Side Shipments. Collections promptly remitted.

All Warehouses equipped with Automatic Burglar and Fire Alarms.

Capacity 1000 van loads.

Consign Carload Shipments from Stations on C. & N. W., or C. M. & St. P. Rys. as follows:

C. & N. W. Ry.: to California Avenue Team Track
C. M. & St. P. Ry.: to Western Avenue Team Track

Carload lots from Stations on other lines should be consigned care Baltimore & Ohio, Chicago Terminal Transfer Railway, Kedzie Ave. and Taylor St. Team Track.

MEMBERS OF N. F. W. A. and I. F. W. A.

CHICAGO, ILL.

GRISWOLD & WALKER, Inc.OPERATING G. & W. TERMINAL and
SIBLEY WAREHOUSESROY C. GRISWOLD, Pres. S. H. VERRAL, Treas.
WELLINGTON WALKER, Vice-Pres. H. H. SMITH, Secy.

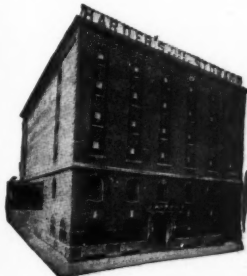
Capital \$300,000.00

Executive Offices: 1525 Newberry Ave.
CHICAGOThis consolidation creates the most Complete Warehousing Organization
in Chicago and the Middle West.MERCHANDISE STORAGE AND DISTRIBUTION
U. S. CUSTOMS AND INTERNAL REVENUE BONDMotor Truck Delivery. Parcel Post Distribution. Trap Car
Reshipping. Field Warehousing. Pool Car Distribution.

CHICAGO, ILL.

HARDER'S**Fireproof Storage & Van Co.***Largest System of Fireproof Storage Warehouses in the
United States***HOUSEHOLD GOODS**This large group of modern storage plants, each located with a view
to rapid and efficient handling of household goods and merchandise,
should be on your list if you insist upon service.We are expert handlers of household goods. In every branch of
packing, moving, storage and shipping we excel. Safety deposit and
silver vaults. Pool car distribution and city delivery service.

We remit promptly upon receipt of B/L

MERCHANDISEOur merchandise storage and distribution facilities include private
switches and sidings. Free switching. No haulage charges. Our
shippers are always satisfied in their transactions with us.**Pool Car Distributors**Members N. F. W. A., A. W. A.,
Ill. W. A.OAKLAND
Fortieth Street and Calumet Ave.
KENWOOD
4714-16 Cottage Grove Ave.
WOODLAWN
1117-19 East 63rd St.
ENGLEWOOD
6154-56 Wentworth Ave.
STONY ISLAND
6824-26 Stony Island Ave.
BROADWAY
4015-17 Broadway**Harder's Fireproof
Storage & Van Co.**General Offices
40th St. and Calumet Ave.
Chicago

CHICAGO, ILL.

Free Switching

Crane Service

Storage for

MACHINERY*Exclusively***Machinery Warehouse Co.**

74th and Ashland Ave.

Chicago

CHICAGO, ILL.

ESTABLISHED 1874

HEBARD**Storage
Warehouses**All collections on ship-
ments made to us promptly
remitted.

Member of

National Furniture
Warehousemen's Asso-
ciation, Illinois, New
York and
Southern
Warehouse-
men's Asso-
ciation.**Our Seventh Warehouse**on 6331-33 Broadway, near Devon Avenue, which will handle all
Rogers Park or North Shore shipments.Warehouses A-B-C-D, West Side, Ogden and Winchester Aves.
Warehouses E-F, North Side, Sheridan Road and Sheffield Ave.
Warehouse G, North Side, Broadway near Devon Ave.

CHICAGO, ILL.

"NO DELAYS"**Edward Lasham Co.**

Merchandise Storage

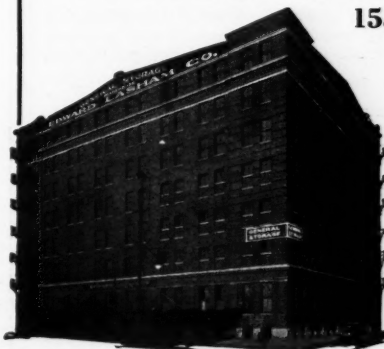
Pool Car Distributors

Teaming and City Delivery

Seventy-Five Motor Trucks and Wagons

Downtown Modern Warehouse

Switch Track Connections with All Roads

Served directly by Illinois Central, Michigan Central,
Chicago & Northwestern and Chicago, Burlington &
Quincy.**EDWARD LASHAM CO.**1559 S. State St.
Chicago
Illinois

CHICAGO, ILL.

We Help You Keep Your Delivery Promises

The facilities we place at your disposal for the quick and careful distribution of goods in this territory are so well organized that your delivery promises are always kept—which means more clients and more profits. Our B & O C T Warehouse has private switch track connecting with all Trunk Lines entering Chicago.

We specialize in—
Pool Car Distribution.
City and Suburban Delivery.

**Merchants Warehouse and Distributing
Company**
Chicago, Ill.

CHICAGO, ILL.

Railway Terminal & Warehouse Company
444 W. Grand Ave.

Merchandise Storage

Located in the heart of the wholesale district. Especially convenient for the warehousing of spot stocks for distribution among the wholesale grocers.

Side track facilities with free switching from all railroads entering Chicago.

**Modern Building—Low Insurance Rates
Use Our Service**

Tunnel Service—Cut your cartage in half

CHICAGO, ILL.



MIDLAND WAREHOUSE & TRANSFER CO.
MERCHANDISE STORAGE and DISTRIBUTING
15th St. and Western Ave.
Chicago, Ill.

WAREHOUSES
NO. 1 437 AND ROBEY STS.
NO. 2 159 W. AND WESTERN AVE.
NO. 3 157 W. AND WESTERN AVE.

No Cartage
or Trap Car
Delays
in Making
L. C. L.
Shipments.

CHICAGO, ILL.

Soo Terminal Warehouse

519 W. Roosevelt Road Chicago, Illinois

*Merchandise Storage and Distribution
Pool Cars Efficiently Handled*

We will deliver via the Chicago tunnel to any trunk line, freight house floor, excepting the Pierre Marquette Railroad, your shipments destined for points beyond Chicago; also we will make shipments for you over the Aurora & Elgin electric line and its connections, which gives over-night service. All without cartage charges.

"THE ECONOMICAL WAY"

CHICAGO, ILL.

North Pier Terminal Co.

See our advertisement on front inside cover page

CHICAGO, ILL.

Have Your Own Transfer Representative In Chicago

IF you desire to make store door delivery in Chicago, you should use our facilities. If you will load your shipments for Chicago and points beyond so as to make a carload, we will distribute and re-ship the consignments. Send us parcels and packages in any quantity for delivery and re-shipment by freight, express or parcel post for Chicago and beyond.

We team freight to connecting lines for loading in through cars the same day unloaded.

Our representatives are at depots and docks.

Your agents and your customers save time and annoyance, if shipments are sent in our care.

Ask any railroad freight man about us.

Members of the Credit Men's Association.

Authorized Railroad Freight Transfer Agents.

**Jos. Stockton
Transfer Co.**
1020 So. Canal St.
Chicago, Ill.

CHICAGO, ILL.

The Ontario Warehouse Co.
Ontario and Kingsbury Sts., Chicago, Ill.

MERCHANDISE STORAGE

**Distributing—Forwarding
Prompt and Efficient Service**

Our location is specially convenient for the warehousing and distribution of merchandise. Private track facilities, with free switching from all railroads entering Chicago.

**Very Low
Insurance Rates**

**CM&STP Ry. Track
Inside Buildings**

The Men Who Distribute
United Drug Products
Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

CHICAGO, ILL.



Write or
ire
ESTERN

When you
ant a
AREHOUSE

AT

CHICAGO



SAVE TIME, MONEY and WORRY

in reaching your Western customers by using the up-to-date storage and traffic facilities of the *Largest Public Warehousing Unit West of the Atlantic Seaboard.*

HALF A MILLION square feet of the best floor space in Downtown Chicago devoted exclusively to the "open" storage of Quality merchandise. Insurance, 18.9c per \$100 per annum.
"At the Edge of the Loop," close to Chicago trade.

STOCKS CARRIED for local and out-of-town concerns. Storage-in-transit. Prompt rail reshipments anywhere, without cartage. Pool cars broken. Automobile storage and reshipment a specialty. Receipts issued. Negotiable

Write us now; we know how.

WESTERN WAREHOUSING COMPANY

MERCHANDISE WAREHOUSES

POLK STREET TERMINAL, PENNSYLVANIA SYSTEM

329 West Polk Street

CHICAGO

WILSON V. LITTLE, Superintendent



CHICAGO, ILL.

**SOUTH SIDE STORAGE FOR
SOUTH SIDE DISTRIBUTION**

In Chicago, the city of immense distances, it is necessary to use more than one central warehouse. We do not aim to cover all Chicago, but we do aim to cover the South Side better than it can be covered by any other medium, and what we aim to give and what we do give is **Service**, prompt, efficient and reliable.

Direct Connection with All Roads

**SOUTH SIDE SHIPPING & STORAGE
WAREHOUSE**

131-135 West 63rd Street

Phone Normal 6266

DANVILLE, ILL.

Danville Transfer & Storage Co.

C. B. Hall, Pres.

G. W. Orr, Secy. & Treas.

The only fireproof warehouse in Danville.

Storage for household goods and **Merchandise Distributing**. Conveniently located in the heart of the wholesale district. Private siding to warehouse, and free switching from all railroads.

Low Insurance Rate

Danville is the breaking point of Eastern and Western Classification of freight rates, making a most convenient point for the distributing or storage of carloads.



American Warehouse Association.
Members National Furniture Warehousemen's Association.
Members Illinois Furniture Warehousemen's Association.

DANVILLE, ILL.

Beeler Transfer & Storage

Merchandise Pool Car Distribution.
Furniture Storing, Packing & Shipping. Auto Truck Service. Long Distance Hauling. City and Inter-urban Delivery.

208-210 West Main St.

DECATUR, ILL.

SINCE 1892

Hamman Bros. Transfer & Storage Co.

Decatur's pool car distributors. Private switch to the **ONLY FIRE-PROOF WAREHOUSE** in the city. Truck and team service.

Members N. F. W. A.—I. F. W. A.—I. W. A.—C. W. A. I.

Office:—Williams St. at Broadway

**If Your City Isn't
Represented Here**

Put it on the shippers' map by
inserting your card in this space.

DECATUR, ILL.

Ship to Meridith for Prompt Service in Decatur and Environs

Distributors of Household Goods and Merchandise. Located within 3 blocks of all freight depots. No terminal delay or switch charge when consigned direct to Meridith.

Household Goods and Merchandise Storage. Private Locked Rooms. Steam Heated Piano Rooms. Vans—Trucks—Drays. Ship your next car for results to

F. M. MERIDITH

Storage and Transfer Co.

320-350 E. Cerro Gordo Decatur, Ill.

LA SALLE, ILL.

General Merchandise Storage

Pool Car Distributors

Private Sidings

Free Switching

Rock Island, C. B. & Q., I. C. Rys.

Members I. W. A.

Porter Produce and Storage Co.

La Salle

Illinois

DECATUR, ILL.



Before you decide on your Illinois distribution investigate our facilities, service and low rates to Illinois points—

PARKE WAREHOUSES
Decatur, Illinois

STORAGE AND DISTRIBUTION

MOLINE, ILL.

Fireproof Warehouse

Freight Distributors for Moline, Rock Island, East Moline and Silvis, Ill., Davenport, Iowa and Upper Mississippi Valley

Send your freight to us at Moline for distribution as we are in the center of the group of cities here and the haul will be shorter. We have our own private track at the warehouse and our own team track. Forwarding and reconsigning.

Crandall Transfer & Warehouse Company

1205-1209 Fourth Ave.

Moline, Illinois

PEORIA, ILL.

Office: 4-1285, 4-4238

TELEPHONES

Barns: 4-3307

O'Neill Bros. Transfer & Storage Co.**Merchandise Hauling**

Carload Shipments Distributed

Freight Handled Promptly

Pool Car Distributing

Merchandise and Furniture Storage

Commercial Furniture Warehousing

617-619-621 S. Water St.

Peoria, Ill.

ELGIN, ILL.

Consign To Us To Reach The Fox River Valley

We are located at the entrance to one of the most prosperous agricultural and dairy sections in the country—convenient to nearly a hundred good sized towns.

By interurban and rail connections we handle promptly cars of merchandise and household goods consigned to us. Several modern plants for storage are available.

Consign to us. We know how.

ELGIN STORAGE & TRANSFER CO., 60-62 River Street, Elgin, Ill.

The Men Who Distribute

California Raisins

Read **DISTRIBUTION & WAREHOUSING** and consult the Shippers' Index

ROCKFORD, ILL.



"The Choice of the Greatest Industries"

ROCKFORD, ILL.

Carry Spot Stocks at Rockford—and at The Bartlett Warehouse

Rockford (pop. 85,000) is a prosperous and rapidly growing industrial city, the largest city and chief distributing point in a wide territory. Steam and electric lines and concrete highways lead to all important towns in Northern Illinois and Southern Wisconsin.

The Bartlett Warehouse is new, of fire-proof construction, and centrally located. The downtown district and all freight stations are within four blocks.

Bartlett Storage Warehouse
Rockford, Illinois

ROCK ISLAND, ILL.

Rock Island Transfer & Storage Co.
Merchandise Warehousing and Distribution
Motor Truck Service
C. B. & Q. SIDING
FREE SWITCHING FROM ALL OTHER ROADS

SPRINGFIELD, ILL.

HILLIER STORAGE COMPANY
Fireproof Warehouses
Merchandise and Pool Car Distribution—Spot Stock Delivery—Motor and Team Service.
Household Goods Storage—Moving, Packing and Shipping.
Private Siding C. & A. Free Switching from all Railroads when Billed in Our Care.
Office: 413 N. 4th St. Springfield, Ill.

SPRINGFIELD, ILL.

Merchants Transfer & Storage Co.
BONDED WAREHOUSE
STORAGE, PACKING, MOVING AND SHIPPING
HANDLING MERCHANDISE CARS A SPECIALTY
HEAVY AND LONG DISTANCE HAULING
1000 EAST MONROE STREET
SPRINGFIELD, ILL.

The Men Who Distribute
**Kellogg's Toasted Corn
Flakes**
Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

EVANSVILLE, IND.

Central Warehouse Co.

INCORPORATED

F. W. GRIESE, Pres. and Mgr.

**PUBLIC STORAGE
AND WAREHOUSE**

901 Main St. Evansville, Ind.

Mdse. Only
Storage & Distribution
Illinois Central Tracks.
Free Switching.

FORT WAYNE, IND.

Fort Wayne Storage Company

FORT WAYNE, INDIANA

*General Merchandise
Storage and Forwarding*

FORT WAYNE, IND.

PETTIT'S STORAGE WAREHOUSE CO.
"FIREPROOF" BUILDINGS
STORAGE, TRANSFER, DISTRIBUTION

Located in Center of Business District
We have our own truck line and are equipped to make prompt deliveries
Private siding



FORT WAYNE, IND.

Southside Storage & Van Co.

Furniture Packing, Crating, Storage, Overland Moving
and General Trucking

327 E. Superior St. Fort Wayne, Ind.

INDIANAPOLIS, IND.

D. & D. TRANSFER & STORAGE CO.
Indiana Licensed Class A Warehouse
221-25 W. South Street.

Modern, Concrete, Vacuum Sprinkled, Steam Heated Building for the
Storage and Distribution of Merchandise.
Private R. R. Siding—Free Switching.
Over 21 Years Continuously Serving
Local and National Firms

INDIANAPOLIS, IND.

Indiana Refrigerating Company

See our advertisement on front inside cover page

INDIANAPOLIS, IND.

*"Coburn Service for Efficiency"***Henry Coburn Storage
& Warehouse Co.**

Indianapolis

Merchandise Storage**Quick Shipments****Distribution Cars**

Orders filled and en route the day received.

No trap car delays.

We own and operate our truck equipment.



INDIANAPOLIS, IND.

**Indiana Terminal Ware-
house Co.**

See our advertisement on front inside cover page

INDIANAPOLIS, IND.

MANUFACTURERS!!!**We Need Twenty More Satisfied Customers**

We can BEAT THEM ALL when it comes to PROMPT SHIPMENTS from STOCK. If you want INDIANA business, you need stocks here to compete with Indianapolis Manufacturers and OTHERS. Write us YOUR needs.

INDIANAPOLIS WAREHOUSE CO.

330 West New York St.
(18 years' experience)

FRANK A. TODD, V. P. & G. Mngr.

The Men Who Distribute

Jersey Cereals

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

INDIANAPOLIS, IND.

Shank Fireproof Storage Co.

Indianapolis, Ind.

We have added a new Fireproof Warehouse for Household Goods, 60,000 sq. ft. of floor space, at 1430 N. Illinois St. This new building is in addition to our other storage house at 227-229 North Jersey St. Every facility for the prompt and efficient handling of your shipments.

**PACKING
STORAGE**

**MOVING
FORWARDING**

Members of N. F. W. A.

INDIANAPOLIS, IND.

INDIANAPOLIS, IND.**TRIPP WAREHOUSE COMPANY**

Indianapolis, Ind.

Merchandise Storage and Distribution
Prompt and Efficient Handling of Pool Cars
Centrally Located in Shipping District
Insurance Rate—18 cents per \$100.00
Motor Truck Delivery
Service that Satisfies

KOKOMO, IND.

Phone 307

"HAULIT"

Office: 905 N. Union St.

Becraft Transfer and Storage Company

KOKOMO, INDIANA

J. H. BECRAFT, Owner and Manager

H H Goods and Mdse. Storage
Carload Distributing

Packing, Moving and Shipping
Private Stiding—Pennsylvania Ry.

MARION, IND.

VIRGIL F. LEMON**FIREPROOF STORAGE and WAREHOUSE**

Local and Long Distance Moving

Office, 314 S. Branson St.

Marion, Indiana

Furniture Packing, Storing and Shipping

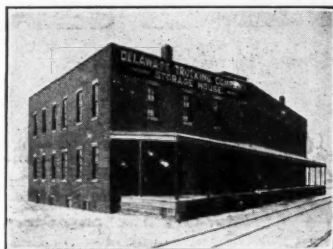
MUNCIE, IND.

H. L. OLIVER, President
D. O. HENDERSON,
Sec. and Treas.

Iron Safes, Ma-
chinery, House-
hold Goods and
Pianos Moved

All Kinds of Mer-
chandise Stored
and Distributed

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Complete and Dependable
Your assignments will be promptly
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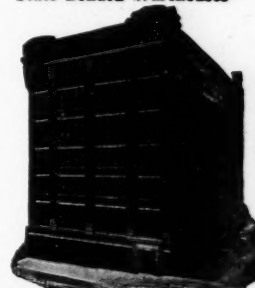
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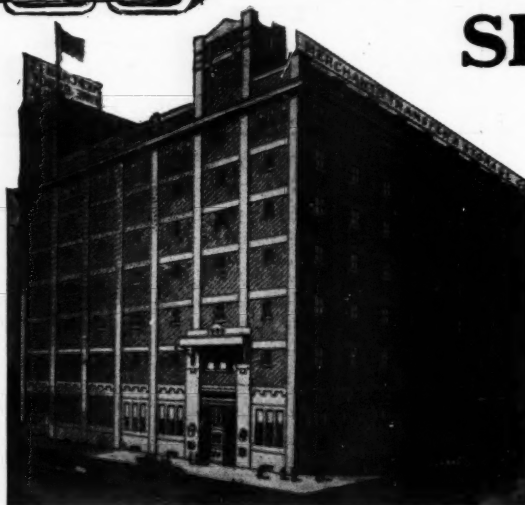
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daily, furnishing
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spot stocks of merchandise at low rates, accurately and promptly.
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Carry Spot Stocks in LouisvilleWhere Concentrates the Golden Flood
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and consult the Shippers' Index**KEEP IT UP!**One step won't take you very far, you've got to
keep on walking;One word won't tell them what you are, you've
got to keep on talking;One inch won't make you tall, you've got to
keep on growing;One little "ad" won't do it all, you've got to
keep 'em going.Sent to DISTRIBUTION & WAREHOUSING
by George S. Lovejoy, Vice-President of the
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operated for the particular serv-
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specialized organization that
will handle orders as
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the largest ocean steamers**COMMERCIAL
WAREHOUSES**

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Us with Every Consideration***Our Building Is Absolutely Fireproof
We Make Remittances Promptly
We Are Financially Responsible***We Specialize in Household Goods
and Office Furnishings Exclusively***WE KNOW HOW**

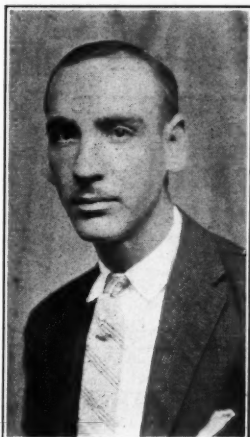
General Manager

O. K. Storage & Transfer Co.

New Orleans, La. Louisville, Ky. Memphis, Tenn.



Alice in Storageland



"Speaking of figures," said the Gryphon, "did you ever see the Mock Turtle do figures on the Quadrille?"

"I was not speaking of figures," said Alice. "I hate 'em."

"Never mind," said the Mock Turtle. "I know, Alice, if you have been long in Storageland, you must know the Standard Warehouse at New Orleans very well."

"I have seen its equipment, location and facilities," said Alice. "I have met some of the personnel. It is a great warehouse. I know, too, something of its service."

Ah," said the Mock Turtle, "Speaking of personnel. And figures."

You should meet L. A. Kloor. He can walk right up to a figure like an animal trainer at the circus. He doesn't hate figures, for he understands them."

He led Alice to a tall, slender, youngish gentleman who smiled kindly.

"Alice, Mr. Kloor. Mr. Kloor, Alice. She hates figures," the Mock Turtle whispered.

L. A. Kloor laughed. He led Alice to the stock rooms, where the vast stocks of many of the Standard Warehouse's customers are stored. Some of the items were small, some in great bulk. "When a concern wants to know how its stock invoices, Mr. Kloor can let it know very quickly by accurate lightning estimation."

"Is it Mathematics?" Alice asked.

"Yes, of a specialized kind," Mr. Kloor replied.

"L. A. Kloor was an office boy not so many years ago," whispered the Mock Turtle. "Now he is head of this department. He is a special Standard man, with an important special job. Figures did it all for him."

Alice shook hands with Mr. Kloor. "Goodby," she said. "How lucky for the Standard Warehouse's clients you like figures."

"We figure that way," said Mr. Kloor, waving goodby.

(Watch for further Adventures of Alice in Storageland.)

Standard Warehouse Co.
100 Poydras St. New Orleans, La.
Second Port, U. S. A.

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Private Siding**

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Storage, General Merchandise, Household Goods and Automobiles

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Complete modern Warehouse Service to all shippers.
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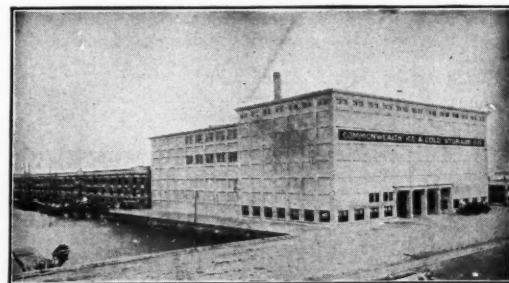
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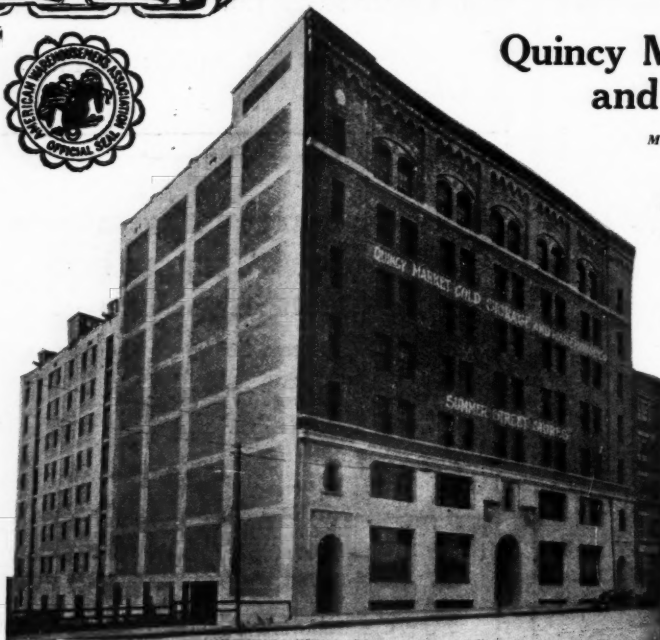
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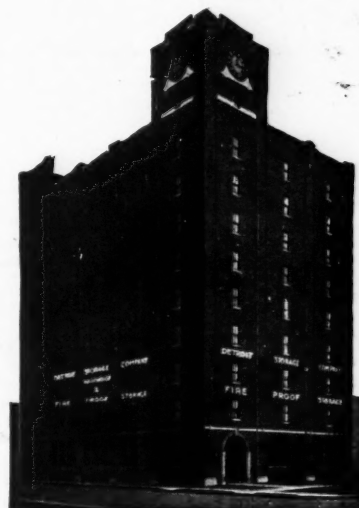
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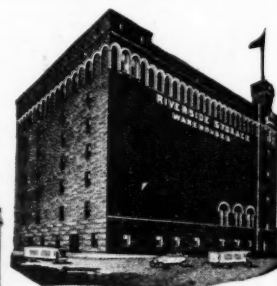
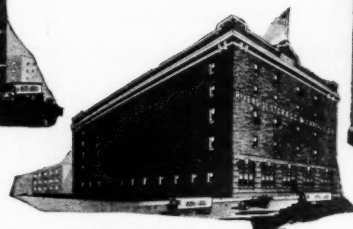
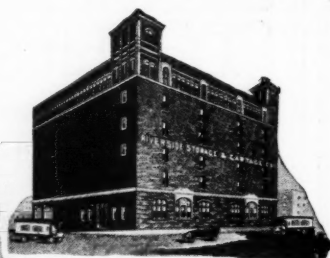
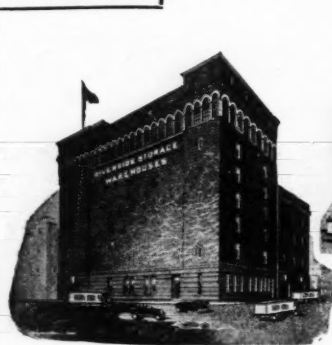
Our location in heart of Detroit's west side activities— $\frac{1}{2}$ mile from all freight depots and boats, center of all wholesale and jobbing district.**GREAT CENTRAL BUILDS YOUR BUSINESS**

DETROIT, MICH.

**The Michigan Terminal
Warehouse Co.**

See our advertisement on front inside cover, page 2.

DETROIT, MICH.



MEMBERS

American Warehousemen's Association
National Furniture Warehousemen's Association

J. D. DUNN
President & Treasurer

R. OROUL DICKINSON
Vice-President

O. H. BREAUULT
Secretary

STORAGE—REMOVALS—PACKING—SHIPPING

"SERVICE WITH SECURITY"

Let us represent your interests in Detroit. Every facility is provided for the most efficient handling of your shipments of household effects.

Service personally directed, coupled with efficiency and responsibility, will result in a satisfied customer for you at destination.

RIVERSIDE STORAGE and CARTAGE CO.
CASS and CONGRESS STS.
DETROIT, MICHIGAN

DETROIT, MICH.

CONSIGN CRATED SHIPMENTS

TO THE ROBINSON STORAGE COMPANY
434 E. Willis Avenue Detroit, Michigan
Via MC, Wabash or NYO Russell St. Dely, or GT Trombly St. Dely.

MOVING
Long Distance
CRATING



STORAGE
A Specialty
SHIPPING

ROBINSON

DETROIT, MICH.

WOLVERINE STORAGE CO.

EAST JEFFERSON AVENUE
AND
TERMINAL RAILROAD

Storage

Moving

Packing

Shipping

LARGEST FIREPROOF WAREHOUSE IN STATE

Members National Furniture Warehousemen's Association

FLINT, MICH.

FLINT FIREPROOF STORAGE CO.

615 EAST SIXTH AVE.

HOUSEHOLD GOODS STORAGE

COMMERCIAL STORAGE

PERE-MARQUETTE & GRAND TRUNK R. R.

GRAND RAPIDS, MICH.

Largest Commercial Warehouse in Western Michigan

Located within four blocks of
all principal freight depots

Instant Service. Merchandise Warehouse only. Only warehouse in Grand Rapids operating our own transfer business in addition to the warehouse. We operate 36 horse drawn vehicles and 12 motor trucks. Shipments made same day orders are received. Pool Car Distribution. Private R. R. Siding. Free Switching. Michigan Central R. R.

COLUMBIAN STORAGE & TRANSFER CO.
GRAND RAPIDS, MICH.

GRAND RAPIDS, MICH.

Elston Packing & Storage Company

Wealthy Street and Charles Avenue, Grand Rapids, Mich.
Fireproof and Non-Fireproof Warehouses

100,000 Square Feet

Storage—Moving—Packing—Shipping

M. O. RR.—N. Y. C. RR.—G. T. RR.—Penn. RR.—C. L. P. RR.—Mich. Elec. RR.

GRAND RAPIDS, MICH.

**Most Up-to-Date Warehouse
in Michigan**

Concrete Construction.
Absolutely Fireproof. Sprinkler Risk.
Lowest Warehouse Insurance Rate in State.
Track Capacity, 25 Cars.
Latest and Best Equipment for Handling

General Merchandise Storage

Cartage Facilities.
High Grade Service Guaranteed.
Negotiable Warehouse Receipts Issued.
Pool Car Distribution.

Furniture Manufacturers Warehouse Co.
505-511 Fulton Street, West Grand Rapids, Mich.

GRAND RAPIDS, MICH.

**Western Michigan
Transfer & Storage Co.**

Grand Rapids, Mich.

Established 1908. Most complete facilities for Storing, Moving, Distributing. 2 Warehouses, 100,000 sq. ft. Every modern convenience, resulting in service of the better kind.

JACKSON, MICH.

Burnett Storage & Trucking Co.

Jackson, Mich.

Distribution of Merchandise Pool Cars. Free Switching. Private Siding N. Y. C. & M. C. R. R. Two Warehouses—519 South Park Ave., 558 Liberty St.

Storage

General Trucking

GRAND RAPIDS, MICH.

E. R. McCoy, Gen. Mgr.

Kent Storage Company

General Merchandise Cold Storage

Storage—Reforwarding—
Distributing

Members—American Chain of Warehouses
American Warehousemen's Assn.
Front Ave. and Pennsylvania Tracks

KALAMAZOO, MICH.

HASTINGS TRUCK CO.

Est. 1873

Merchandise Storage and Distribution

Motor Trucks and Team Equipment for all
kinds of hauling. Machinery Riggers.

Office in M. C. R. R. Freight House.

GRAND RAPIDS, MICH.

**Spot Stocks Pay**

The warehousing of spot stocks simplifies the problems of production and delivery to such an extent that it often throws the balance against loss, and into profit.

In Grand Rapids there are 12 warehouses, completely equipped and carefully classified for storage of practically every known commodity, all under the single management of RICHARDS. Through these in this territory, you may find the way to additional income.

RICHARDS STORAGE COMPANY
Michigan, Ottawa and Ionia Avenues
Grand Rapids, Michigan

KALAMAZOO, MICH.

THE LARGEST MERCHANDISE WAREHOUSE
IN SOUTHWESTERN MICHIGAN

Private Siding. Free Switching Service.
Moving—Packing—Storage

NATIONAL STORAGE COMPANY

Fireproof Warehouse
301-311 EAST WATER ST. KALAMAZOO, MICH.

LANSING, MICH.

"Center of Michigan"

Fireproof Storage & Transfer Co.

SERVICE—SAFETY—SATISFACTION—GUARANTEED

MOVE—PACK—CRATE—TRANSFER
FIREPROOF WAREHOUSE—PRIVATE SIDING
POOL CAR DISTRIBUTION

LANSING, MICH.

LANSING STORAGE COMPANY

The only modern fireproof warehouse in
Lansing exclusively for household storage.

RUG—TRUNK—SILVER VAULTS

WE KNOW HOW
440 No. Washington Ave.

SAGINAW, MICH.

CENTRAL WAREHOUSE CO.

GENERAL WAREHOUSEMEN AND FORWARDERS
MERCHANDISE DISTRIBUTION

SPRINKLER SYSTEM

Private Sidings M. C. R. R.

SAGINAW, MICH.

Office
N. Michigan Ave.

DULUTH, MINN.

Established 1892
 Thirty-Two Years of Experience
DULUTH VAN & STORAGE CO.
 18 Fourth Avenue, West
 Modern Storage Facilities for
 Household Goods & Merchandise
POOL CAR DISTRIBUTORS
Located on Terminal Tracks—No Switching Charge

DULUTH, MINN.

HART

TRANSFER & STORAGE CO.

Freight, baggage and express transfer. Furniture packing and moving. Light and heavy hauling. Private locked rooms. Heated piano and painting rooms. Advance charges remitted instantly. Packing. Storage. Shipping. Largest Padded Vans in the city. Private switch. No switching charges.

POOL CARS DISTRIBUTED
 17 North Fifth Ave., West Duluth, Minn.

DULUTH, MINN.



DULUTH—Ranks Second to New York in Water-Freight Movement

She is the literal water-gateway to and from the Great Northwest and your natural distributing point for this rich, western territory.

Ten Northwestern Railway Systems practically radiate from our Terminal. Free deliveries to our docks from all Boat Lines and on all freight routed "Lake and Rail." We offer

Storage	Concentrating	Cold Storage
Distribution	Forwarding	Financing
Wholesaling, Manufacturing and "Branch Office" space.		
Fireproof Concrete Warehouse and a 10c Insurance Rate.		
350,000 sq. ft. General Storage—1,000,000 cu. ft. Cold Storage.		

"Trap-Car" Service—Less Cartage—No Demurrage.
 Strategic location—Expert Service—Courteous Cooperation.

We'd like to send full information, rates and literature regarding this trade territory and our service. We can help you.

MCDUGALL TERMINAL WAREHOUSE CO., DULUTH
 G. R. STEVENSON, Manager Storage Dept.

DULUTH, MINN.

SECURITY STORAGE & VAN CO.,
 14 EAST MICHIGAN ST.
 STORAGE AND TRANSFER
 OF HOUSEHOLD GOODS
 AND MERCHANDISE
POOL CAR DISTRIBUTORS
Located on Terminal Tracks No Switching Charge

MINNEAPOLIS, MINN.

When you think of Minneapolis, think of
BOYD

THE
 REASON
 WHY

Fireproof Warehouse for Household Goods with 1800 steam-heated rooms and compartments.

Freight House for Pool Car Distribution and Merchandise Storage—Trackage for 20 cars.

Thirty Enclosed Vans, reaching every section of Minneapolis and St. Paul.

Members A. W. A., N. F. W. A., Can. W. A., Minn. W. A.

Net Resources over \$475,000.00.

Thirty-five Years' Experience.

The Boyd Transfer & Storage Co.
"Specializing in the Care of Household Goods"

MINNEAPOLIS, MINN.

Cameron

TRANSFER & STORAGE CO.

734-758 Fourth Street North

Distributing and Warehousing Merchandise and Household Goods

Conveniently located in business district.

Trackage on C. B. & Q. and G. N. Rys.

Motor Truck and Team Service

Local and Long Distance Hauling

MINNEAPOLIS, MINN.

KEDNEY WAREHOUSE CO.

Merchandise Houses

8-22 Hennepin Ave., on C. G. W.

Trap Car and Motor Truck Service

Household Goods Houses

101 Third Ave. So. on Belt Line Tracks

Packing — Moving — Shipping

Members—A. W. A. C. W. C. Minn. W. A.

MINNEAPOLIS, MINN.

1,500,000 CUBIC FEET
FIREPROOF

Lowest Insurance Rate in Minneapolis

Locked private fireproof rooms for storage of household goods. Pool car distributors. Complete fleet of vans and motor trucks.



MINNEAPOLIS, MINN.

MURPHY

Transfer & Storage Co.

900 Fourth St. North, Minneapolis, Minn.

Fireproof, sprinklered, with the lowest insurance rates, the safety of your goods is not only assured, but at lower cost.

Three railroads connect direct to our platform: the G. N., M. & St. L., and C., B. & Q. All others switch free to us.

ST. PAUL, MINN.

St. Paul

Minn.



Distributors and Handlers of
HOUSEHOLD GOODS

MINNEAPOLIS, MINN.



Skellet of Minneapolis

deserves a place at the head of your Minneapolis list. A new warehouse, modern in every detail, and operated by experienced men along most efficient lines. Open storage and private rooms; centrally located on private side track; 21 vans and trucks. Our facilities and service warrant your investigation. We aim to make our customers satisfied.

We take a keen pleasure in making newcomers welcome.

Members: N. F. W. A. A. W. A. Central Club

SKELLET COMPANY

201 South Fifth Street
Main Office Minneapolis, Minn.
We operate Ballard Company in St. Paul

ST. PAUL, MINN.



CENTRAL WAREHOUSE COMPANY

MERCHANDISE STORAGE and DISTRIBUTION

Saint Paul Midway Minneapolis

Where One Stock Serves the Twin Cities and Northwest
At the Junction of Nine Railroads
L. C. L. Shipping Without Carting

20 Warehouses Forty Acres Ground

Six Miles of Trackage

Served by Our Own Electric Locomotives

Motor Trucks for Local Deliveries

Your Patrons in the Northwest

Desire Quick Service

Let Us Help You Give It to Them

MERCHANDISE BONDED and COLD STORAGE
INDUSTRIAL SITES

Shipping Station
Minnesota
Transfer,
Minn.



Members
A. W. A., C. W. C.,
M. W. A.

DISTRIBUTION SERVICE, INC.

100 BROAD ST. 427 W. WABE ST. 625 THIRD ST.
NEW YORK CITY CHICAGO SAN FRANCISCO
Phone N.Y. 8100 Phone Sup. 7180 Phone Sutter 3461

An Association of Good Warehouses
Located at Strategic Distribution Centers

ROCHESTER, MINN.

Carey's Transfer & Storage

Expert Care of H. H. Goods

Long Distance Moving—Packing and Shipping
Rates to Pacific Coast

CAREY'S TRANSFER & STORAGE

Sixth St. and Ninth Ave. Northeast
Member Minnesota Warehousemen's Association and
American Chain of Shippers, Inc.

ST. CLOUD, MINN.

H. W. LANDWEHR

LANDWEHR TRANSFER & STORAGE

200 Sixth Avenue, North

Moving—Packing—Storing—Shipping

Piano Moving a Specialty

No Long Distance Hauling

Local Master Service

Household Goods and Merchandise Storage

Established 1898

ST. PAUL, MINN.

Kedney Warehouse Co.

9th & Broadway—on G. N. & Burlington

Merchandise Storage
and Distribution

Moving, Packing and Shipping
Household Goods

Members A. W. A., C. W. C., Minn. W. A.

ST. PAUL, MINN.

FIDELITY STORAGE & TRANSFER Co.

HIGH GRADE STORAGE ACCOMMODATIONS
Office, 331 Wabasha Street, Corner Fourth St.
Pooled Cars Distributed, Three Track Warehouses,
Merchandise and Household Goods

ST. PAUL, MINN.

**ST. PAUL TERMINAL
WAREHOUSE COMPANY**

New, clean, fireproof warehouses.
Located centrally in jobbing district.
LCL shipping without cartage.
Motor Trucks for store door delivery.
Bonded to the State.

Merchandise Storage and
Distribution

ST. PAUL



JACKSON, MISS.

RICKS
Storage & Distributing Company
BONDED WAREHOUSEMEN

Mississippi's Largest Warehouse

General Merchandise and Household Goods
Storage and Distributing

Modern Brick Buildings
Private Siding I. C. R. R.
Motor Truck Service

Members: American Warehousemen's Ass'n
National Furniture Warehousemen's Ass'n

JOPLIN, MO.

Tonnies Transfer & Storage Co.
1027-43 Virginia Ave. Joplin, Mo.

Distribution and storage of merchandise
Fireproof warehouses—Motor van service
On railroad siding—Lowest Insurance rates

PACKING—STORAGE—SHIPPING

KANSAS CITY, MO.

A-B-C Fireproof Warehouse Co.
Four Fireproof Warehouses

Pool Car distribution of Household Goods and Auto-
mobiles. The location of our four fireproof ware-
houses is convenient to all parts of the city's residen-
tial districts. Your Kansas City shipments consigned
to our care will be handled with extreme promptness
and care. Your interests always safeguarded.

A-B-C and Kansas City are synonymous
Think of either and you think of the other

KANSAS CITY, MO.

Location Plus Service Builds
Business for You

Central Storage Co.

45 Years of Distribution Service
1422 ST. LOUIS AVE.

CENTRAL **I**NDUSTRIAL **D**ISTRICT
KANSAS CITY, U.S.A.
OVER-NIGHT SHIPPING SERVICE

KANSAS CITY, MO.

Every facility for
the distribution of
pool car mer-
chandise, insuring
a service only
comparable with
the best to be had.

1900 Central St.
Kansas City Missouri

L. J. KISSICK
President

J. H. KISSICK
Vice-President



KANSAS CITY, MO.

To Men Who Distribute*We can satisfy YOU too!*

Excerpt from letter of Traffic Manager of one of the
largest industries in the country:

"Desire to express our appreciation for the very satis-
factory manner in which our storage was handled this
year."

Write

RADIAL WAREHOUSE COMPANY
KANSAS CITY, MISSOURI

In June issue of Distribution & Warehousing appears
a detailed story of our plant and its new equipment.

KANSAS CITY, MO.

**Serve the Southwest with
United Service**

Three of the finest fireproof modern warehouses in the
middle west. All operated by experienced warehousemen.
Each equipped to furnish any service connected with the
efficient storing, forwarding, or distribution of new mer-
chandise. Ask us about it.

UNITED WAREHOUSE CO.
Capital \$100,000.00

Kansas City, Mo.
2114 Central St.



Wichita, Kansas
815 E. 2nd

KANSAS CITY, MO.

Bonded with State of
Missouri for \$25,000.00

New York Office
Montul Warehouse Service, Inc.
296 Broadway



VIEW OF TYPICAL FLOOR

Bankers Warehouse Corporation

6300 St. John Ave. Kansas City, Mo.

General Warehousing Storage
Forwarding and Distributing
Absolutely Fireproof

Shipments Made Same Day Orders Are Received.
Pool Cars Handled Promptly and Efficiently.

Insurance Rate 15c

474 ft. of K. C. Terminal Track No. 4354. Serving all lines in and out.
Express and Post Office next door. 800 ft. from Terminal Railroad Station.

Our Neighbors

Electric Storage Batteries Co. (Exide Batteries)
Montgomery Ward & Co.
National Cloak & Suit Co.
Sears, Roebuck & Co.'s new building
K. C. Bolt & Nut Co. (Steel Plant)
Ford Motor Co.
Butler Mfg. Co. (Galvanized Iron Products)
Goldberg Structural Steel Co.
Weber Gas Engine Co.
Gateway Forest Products Co.
Witte Engine Works
Security Stove & Mfg. Co.



VIEW SHOWING LOADING DOCK

*If
there
are
any
favors
we
can
do
for
you
here
say
so.*

ST. LOUIS, MO.

ARROW

Fireproof Storage & Moving Co., Inc.
4116 N. UNION BLVD.

CONCRETE CONSTRUCTION
FIREPROOF WAREHOUSE
FOR FURNITURE

Merchandise Storage and Distribution
Bonded Warehouse On Terminal Switch For Car Lots
ST. LOUIS, MO.

ST. LOUIS, MO.

BEN A. LANGAN

FIREPROOF STORAGE CO.

5201 to 5209 Delmar Ave.
ST. LOUIS

Expert Movers and Forwarders of
HOUSEHOLD GOODS

Our Auto Van Service is Unexcelled
Your Interests Will Be Safely Guarded

ST. LOUIS, MO.

Merchandise Storage

We beg to announce
the opening of our
new 2-acre ware-
house on tracks with
modern facilities for
handling merchan-
dise storage. Corre-
spondence is invited

General Warehousing Co.

Delmar at Euclid
ST. LOUIS, MO.

ST. LOUIS, MO.

The St. Louis Gateway.

Goods laid down on our floors in St. Louis are within a few hours of a million and a half purchasers, while 775,000 are right outside the doors. With our downtown location and excellent reshipping facilities you can serve this mammoth population at minimum expense. We co-operate in serving your interests in this territory. We make a specialty of the storage of automobiles.



Pennsylvania Terminal Warehouse Co. of St. Louis, Missouri.

R. F. Abernathy, Resident Mgr.

HASTINGS, NEBR.

Borley Storage & Transfer Co., Inc.

Pool Car Distributor

STORAGE—FURNITURE
MERCHANDISE

HAULING, LIGHT & HEAVY
TWO WAREHOUSES

Private Railroad Siding
All Railroad Connections

OMAHA, NEBR.

BEKINS OMAHA VAN and STORAGE

Household Goods and Merchandise

16th and Leavenworth St., OMAHA, NEBR.

OMAHA, NEBR.

W. C. FERRIN VAN & STORAGE CO.

Storage, Moving, Packing,
Shipping Household Goods.
Separate Locked Rooms.
Railroad Siding.

S. E. Corner 15th St. and Capital Ave. Omaha

OMAHA, NEBR.

GORDON

Fireproof Warehouse & Van Co.

Main Office: 219 North 11th Street

Four warehouses on track, equipped with automatic sprinkler systems.

Accommodations for brokers, jobbers, automobile manufacturers, etc.

Household Goods Packed, Stored and Forwarded

MEMBER:

American Warehousemen's Association.
Central Warehousemen's Club.
National Furniture Warehousemen's Association.



OMAHA, NEBR.

MERCANTILE STORAGE & WAREHOUSE COMPANY

Merchandise Distribution and Warehousing
Write us for rates.

OMAHA

OMAHA, NEBR.

Pacific Storage & Warehouse Co.

1007-9-11 JONES STREET

Merchandise Storage and Distribution
Pool cars solicited

Private Siding

Motor Trucks

Our Warehouse is in the Center
of the Jobbing and Business District.

Service That Satisfies Is Our Motto

Members of the Central Warehousemen's Club,
American Warehousemen's Ass'n.

OMAHA, NEBR.

Terminal Warehouse Company

702-712 S. Tenth Street

CENTRALLY LOCATED
POOL CAR DISTRIBUTION.
MERCHANDISE STORAGE AND TRANSFER.
IMPLEMENTS STORAGE AND TRANSFER.
COMPLETE HOUSEHOLD GOODS SERVICE.
WE RECIPROCAT.

ASBURY PARK, N. J.

Reference any bank in our city

Anderson's Express & Storage

Brinley and Railroad Ave.

Packing, Crating, Storage and Shipping of
Household Goods

Merchandise Storage and Distribution—Pool Cars, Heavy Duty
Hauling—Long Distance Moving, R.R. Siding N. Y. & L. B. R.R.

ASBURY PARK, N. J.

A. G. ROGERS, 904 Sewall Ave.

Fireproof Storage Warehouse

Storage, Parking, or Shipping of Household Goods.
Merchandise. Storage and Pool Car Distribution.
Long distance hauling. Reference any bank our city.

ATLANTIC CITY, N. J.

ELDREDGE EXPRESS and STORAGE WAREHOUSE CO.

Office: 110 N. South Carolina Avenue
Inter-City Auto Service

Heavy Hauling



Railroad
Siding and
Storage Yard

Storage for
Goods and
Merchandise

Piano Moving

Phone 108

CAMDEN, N. J.

Wm. Rommel, Jr., Pres. and Genl. Manager
Wm. F. Rommel, 3rd, Treasurer
C. F. Rommel, Secretary

South Jersey Warehouse Company

1300 Pine St., Camden, N. J.

Warehouse No. 1 1300 Pine Street

Warehouse No. 2 West Jersey R. R. and Jackson St.

Warehouse No. 3 1300 Pine Street

General Merchandise Only

Direct Penn. R. R. Siding

Motor truck service for Philadelphia and South Jersey deliveries

Warehouse Receipts Issued
Pool Car Distribution

CAMDEN, N. J.

C. S. & E. J. ZEIGLER, Proprietors

The Park Storage Warehouse Co.Main Office and Warehouse:
HADDON AVE. AND PINE ST., CAMDEN, N. J.

Estimates Cheerfully Given Phones, Bell 1299, Eastern 34651

Storage, Moving, Packing and Shipping

AUTO VANS—NO ROAD TOO LONG

Member: N. F. W. A. & N. J. F. W. A.

CAMDEN, N. J.

Established 1903

**MANUFACTURERS'
DISTRIBUTORS**Direct delivery service throughout Philadelphia
and Camden :: :: Correspondence solicited**Address**Office—5th and Byron Streets
CAMDEN, N. J.

EAST ORANGE, N. J.

Established 1870

COYNE STORAGE WAREHOUSES

349 Main St.

36 No. Clinton St.

STORING

MOVING

PACKING

Household Goods

Member of N. F. W. A.—N. J. F. W. A.

EAST ORANGE, N. J.

JACOB DIETRICH**Storage, Moving, Packing and Shipping**

Oranges and Maplewood—Padded Motor Vans

My satisfied customers cover a period
of over 30 years. Shipments solicited.

47 No. Grove Street, EAST ORANGE

EAST ORANGE, N. J.

Established 1887 R. T. BLAUVELT, President

Lincoln Storage Warehouses

FIREPROOF NON-FIREPROOF MOTOR EQUIPMENT

Members of the American Warehousemen's Association and
National Furniture Warehousemen's Association

Principal Office, 85 MAIN STREET

HACKENSACK, N. J.

GEO. B. HOLMAN & CO., Inc.STORAGE SHIPPING PACKING
HOUSEHOLD GOODS EXCLUSIVELY

Most Modern Equipment in North Jersey

Complete Warehouse Service

Motor Vans for Local & Long Distance Hauling

Members N. J. F. W. A. and N. F. W. A.

JERSEY CITY, N. J.

Members: N. J. F. W. H. A.
National F. W. H. A.**Goodman Warehouse Corporation**

830 Bergen Avenue, Jersey City, N. J.

Most Modern Fireproof Warehouse in the State.

Bayonne Warehouse:—21 W. 20th Street.

LONG BRANCH, N. J.

James Calkins & Co.

Storage Warehouse

Storage, Packing and Shipping of Household Goods

Distribution of General Merchandise

Pool Car Distribution

Direct R. R. Siding—N. Y. & L. B. R. R.

MONTCLAIR, N. J.

THOMAS H. GIBBS**STORAGE, PACKING, SHIPPING of FINE
HOUSEHOLD GOODS**

ORANGES

Motor Truck Service—Serving
CALDWELL

BLOOMFIELD

NEWARK, N. J.

Serving the Public for 75 Years

Est. 1850

Moving. Packing. Crating. Shipping. Private R.R. Siding. Pool
Car distribution. Open Storage space at moderate rates.**JOB DE CAMP, INC.**

Executive Office & Warehouse:

194-196 Frelinghuysen Ave., Newark, N. J.

Member N. F. W. A.—N. J. F. W. A.

NEWARK, N. J.

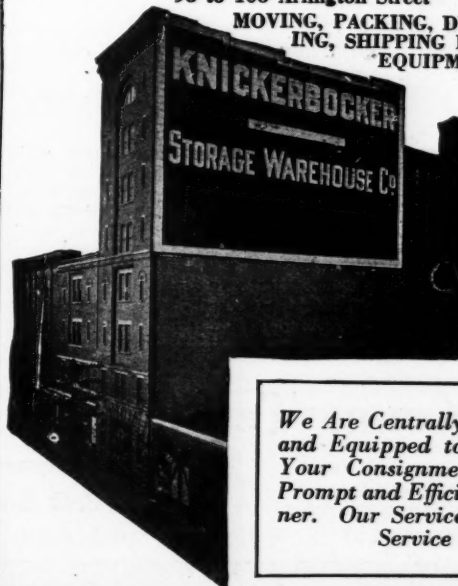
JOHN MULLIGAN, Pres.

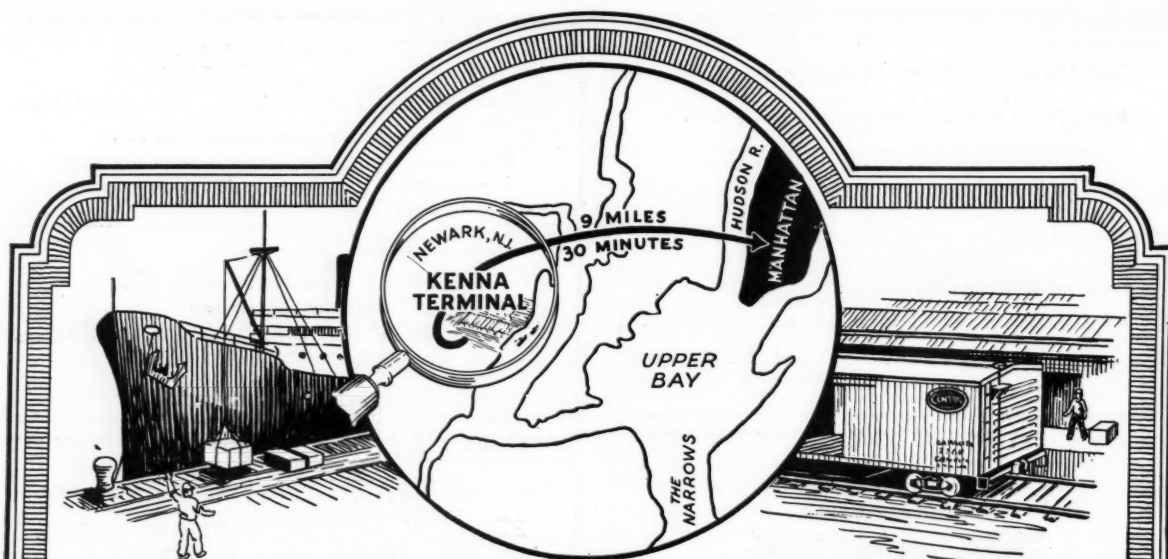
WILLIAM MULLIGAN, Vice-Pres.

JAMES E. MULLIGAN, Sec. and Mgr.

Ship to Newark's Leading Furniture and Merchandise
Warehouse**Knickerbocker Storage
Warehouse Company**

96 to 106 Arlington Street

**MOVING, PACKING, DISTRIBUT-
ING, SHIPPING MOTOR
EQUIPMENT**Member
N. F. W. A.
and
N. J. F. W. A.*We Are Centrally Located
and Equipped to Handle
Your Consignments in a
Prompt and Efficient Man-
ner. Our Service Is Real
Service*



THE UNEQUALLED FACILITIES OF KENNA TERMINAL

This former U. S. Army Base is fast becoming a great peace-time center for the storage, manufacture and distribution of merchandise of every character.

Kenna Terminal is in the greatest industrial center of this country, with 6,000,000 people within a radius of 10 miles; with direct connections with every important railroad to the Atlantic Seaboard, and giving berth in a 31 ft. channel to the largest ocean vessels.

A CITY OF SPACE

Here are 9 gigantic fireproof warehouses, with railroad sidings and paved roadways along each building; with a storage capacity of 2,000,000 sq. ft. sufficient to accommodate the contents of 7,500 box cars. In addition to the fireproof warehouses, there are 200,000 sq. ft. of covered shed for the storage of non-perishable goods.

66,000 sq. ft. of office space is also available here, so that your office force may direct distribution on the ground from well ventilated, electric lighted, steam heated offices.

LIKE A BRANCH PLANT

It is just like having a branch of your own when you use Kenna Terminal for a distributing point. Your goods are available for immediate delivery in this wonderful market. Goods for domestic shipment are moved by hand truck across the loading platform to the motor truck, freight car or steamer. Goods for export shipment are handled on a covered wharf direct to the largest steamer, or if coming direct from your plant, are put aboard steamer from the car in which they are loaded at your factory.

Such facilities as these could not be obtained by an individual manufacturer without a huge expenditure.

FREE FROM TAX

Goods warehoused at Kenna Terminal are not subject to tax, and the insurance rate is low because of the very complete fire protection afforded by the plant's own facilities.

Freight crews for packing or handling merchandise, and transportation experts are available for the handling of every detail.

Booklet, maps and further details on request.

Kenna Terminal, Port Newark, N. J.

Charles Milbauer, General Manager

Address P. O. Box 504, Newark, N. J.

NEWARK, N. J.

JOS. J. KROEGER

Tel. Market 7372

Storage—Fireproof or Non-Fireproof
Motor Trucks for Long Distance Moving
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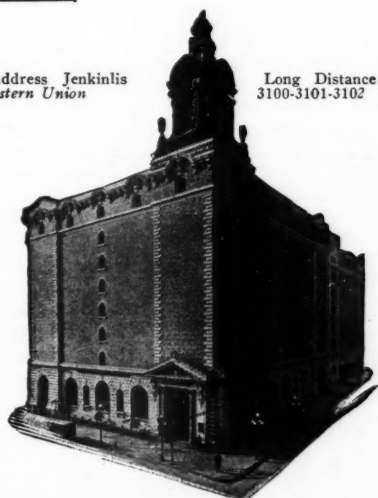
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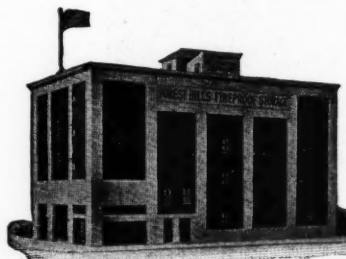
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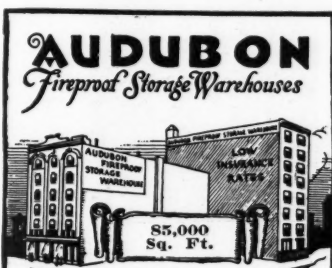
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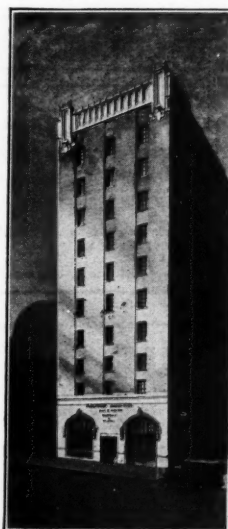
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Moving, Packing, Shipping

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WHITE PLAINS, N. Y.

CARPENTER STORAGE, INC.

29-31 Brookfield St.

Also serving
Tarrytown
Scarsdale
Hartdale
Mamaroneck
Portchester
LarchmontOne of the most modern and best equipped
Storage Warehouses in Westchester.
Household Goods Exclusively
Low Insurance Rate
Packing—Crating—Shipping
Members N.Y.F.W.A.

SYRACUSE, N. Y.

King Storage Warehouse, Inc.

Opposite N. Y. C. West St. Station

**COMMERCIAL and FURNITURE
STORAGE
PRIVATE RAILROAD SIDINGS****DISTRIBUTING SERVICE**

Carload or less carload shipments will receive prompt and careful attention. This branch of warehousing has been a specialty with us for over twenty years. We maintain our own delivery service.

HOUSEHOLD GOODS

We solicit your Syracuse business. Motor delivery service. Careful attention to collections. Satisfaction to yourself and customer guaranteed.

FOR SAFETY WE SHIP FURNITURE IN THE KING SHIPPING CASE

358-376 West Water St.

MEMBERSAmerican Warehousemen's Association
National Furniture Warehousemen's Association

YONKERS, N. Y.

McCann's Storage Warehouse Co.

3 MILL ST.

Fireproof Storage Warehouse

Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

CHARLOTTE, N. C.

Carolina Transfer & Storage Co.

211 W. 1st St., Charlotte, N. C.

Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

Members A. W. A. and N. F. W. A.

CHARLOTTE, N. C.

Union Storage & Warehouse Co.**BONDED****3 Warehouses—2 Fireproof—One Sprinklered**

A population of 5,000,000 within 150 mile radius in the geographical and commercial center of the Carolinas.

General Merchandise Storage and Distribution.
Household Goods. Storage. Packing. Shipping. Textile Goods. Cotton, etc.**Private Siding****Insurance Rate 22½ to 78c**

UTICA, N. Y.

Jones-Clark Trucking & Storage Co.

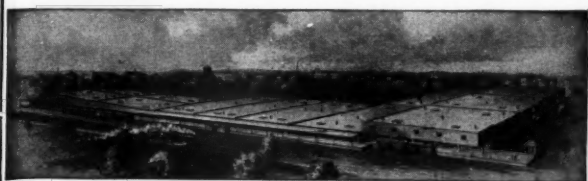
of Utica, N. Y.

The Heart of New York State and natural distributing point. "Jones of Utica" has distributed Merchandise and Household Goods for 25 years. Every modern facility.

The Men Who Distribute

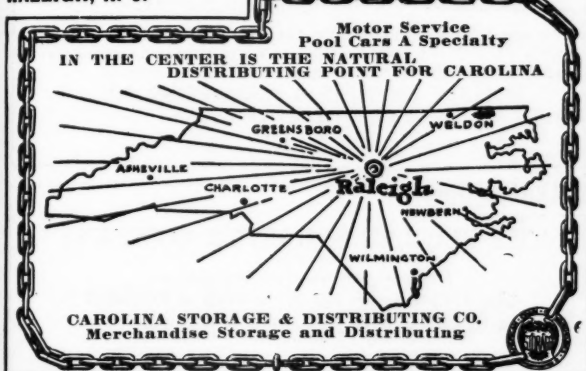
Winchester Arms and AmmunitionRead **DISTRIBUTION & WAREHOUSING**
and consult the Shippers' Index

GREENSBORO, N. C.



Rucker Bonded Warehouse Corporation
Greensboro, North Carolina
Storage of Merchandise—Forwarding Merchandise.
Private Railroad Sidings. Sprinkler System
Low Insurance Rate.
Pool Cars Handled Quickly
MEMBERS: A. W. A.

RALEIGH, N. C.



WASHINGTON, N. C.

Beaufort County Storage Warehouse Co., Inc.

(Bonded)

General Merchandise Storage and Distribution
For All of North Carolina and South

Direct A. C. L. siding. W. & V. switching arrangements with
Norfolk & Southern

WINSTON-SALEM, N. C.

LENTZ Transfer Company

Storage Warehouses

Packing, Storing, Shipping of Household Goods
General Merchandise Storage and Distribution

Direct Norfolk & Western Siding

Motor Truck Service

FARGO, N. D.

UNION TRANSFER COMPANY

(BONDED WAREHOUSE)

Three warehouse units total of 126,000 sq. ft. of floor space.
Merchandise, agricultural implements, household goods.
Ship pool cars and spot stocks in our care. No car switching charges.

806-810 Nor. Pac. Ave.

AWA—CWC—ACW—Minn. WA

GRAND FORKS, N. D.

Kedney Warehouse Co.

FIREPROOF STORAGE

Merchandise and Household Goods
Pool Car Distribution—Moving—Packing

Members—A. W. A. C. W. C. Minn. W. A.

AKRON, OHIO

THE
CITY VIEW
APARTMENT & STORAGE CO.

LARGEST FIREPROOF STORAGE CO.

IN

AKRON

Commercial & Household Goods

LOCATED IN THE HEART OF AKRON
on B & O RAILWAY—FREE SWITCHING

AKRON, OHIO

The W. Lee Cotter Warehouse Company

Cor. Mill & College St.

97 E. South St.

Household Goods, Storage,
Moving, Packing

Merchandise Storage
Motor Freight Service

Member N. F. W. A.

Member A.W.A., A.C.W.

AKRON, OHIO

The KNICKERBOCKER
WAREHOUSE and STORAGE CO.

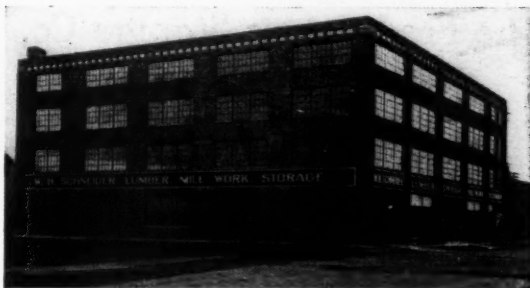
36 CHERRY STREET

HOUSEHOLD GOODS AND MERCHANDISE

FIREPROOF WAREHOUSE

MOTOR TRUCKING

CANTON, OHIO

**W. H. Schneider Storage Co.**

5th & B. & O. So. West

Canton, Ohio

GENERAL MERCHANDISE
& HOUSEHOLD GOODS

We specialize in pool cars

STORAGE, DISTRIBUTING
FORWARDING, POOL CARS

Private Siding B. & O. R. R.

Member American Warehousemen's Association

CANTON, OHIO

**Our Experience and Modern Facilities Make
Us More Than Just a Warehouse**

STORAGE—DISTRIBUTION—DRAYING

THE CUMMINS STORAGE CO.

Private Sidings

Free Switching

CINCINNATI, OHIO

Cincinnati Terminal Warehouse Co.

See our advertisement on front inside cover page.

CINCINNATI, OHIO

STORAGE

Warehousing and Distributing

CAPACITY OVER 300,000 SQ. FT.
Sprinkler System.

Low Insurance Rate

Railway siding.
Prompt and efficient services.

WAREHOUSE RECEIPTS ISSUED BY US
ARE READILY NEGOTIABLE FOR CASH

The Cincinnati Tobacco Warehouse Co.

CENTRALLY LOCATED

No. 7 W. Front St., Cincinnati, Ohio

CINCINNATI, OHIO

Officers—Fred Pagels, President; Arthur Pagels, Secretary;
R. W. Pagels, Treasurer.

The Fred Pagels Storage Co.

Fireproof and Non-Fireproof

Business Established in 1867 and built up by

A SERVICE THAT SATISFIES

Prompt Deliveries by Motor
Complete Transfer Facilities

Member
of
National Furniture
Warehousemen's
Association
and
Ohio Furniture
Warehousemen's
Association

MAIN OFFICE
937 West 8th St.

Four blocks from
any R. R. entering
Cincinnati.



CINCINNATI, OHIO

A Good Reputation of Long Standing



Ever since distribution needs of modern caliber have been felt, the Panhandle Warehouses have been satisfying them. This long record of service rendered with satisfaction is a guarantee to you of the sort of treatment you may expect in transshipping through us. Low insurance, absence of trucking charges on most of our rerouting, and speed, are good causes for you to entrust your warehousing interests to us.

Panhandle Storage Warehouse Cincinnati, Ohio.

J. F. Upperman, Resident Manager

CINCINNATI, OHIO

Established 1858

We are equipped to handle carloads and less than carloads for out of town firms. Warehouse on Pennsylvania Railroad. Motor Truck and Team Service.

WALLACE TRANSFER & FORWARDING CO.

222 and 224 East Front Street

Member of American Warehousemen's Assn.,
American Chain of Warehouses

CINCINNATI, OHIO

THE ZEIGLER SCHAEFER COMPANY

(Inc'P'D.)

Fireproof and Non-Fireproof Storage

Over 100,000 square feet in the heart of Cincinnati

Let Us Store, Move, Pack, Ship or Distribute Your
Automobiles, Furniture and Merchandise

2000-2020 ELM ST.

Est. 1899

CLEVELAND, OHIO

THE CLEVELAND STORAGE CO.

Established 1884

Offices: Guardian Building

Mercantile Storage Only

Pool Cars for Distribution
and Reshipment

Convenient to Business and Shipping District

LOW INSURANCE RATES
Sprinkler System

3 Warehouses, Private Siding,
C. C. C. & St. L. R. R.

CLEVELAND, OHIO

Mercantile Storage and General Trucking

Bulk Oil Storage, 125,000 Gallons. Low Insurance. Sprinkler System. Private Siding on C. C. C. & St. L. R. R. Pool Cars for Distribution. Motor Truck Service.

THE CURTIS BROS. TRANSFER COMPANY
Cleveland, Ohio

CLEVELAND, OHIO

Ship Your Cleveland Freight

Direct care Gregg Cartage Co. Freight to and from depots.
Storage and delivery on request.

Distribution of Samples, Packages and Circulars.

GREGG CARTAGE & STORAGE COMPANY
Storage and Warehouse, 633 Huron Road CLEVELAND, OHIO

CLEVELAND, OHIO

Interstate Terminal Warehouses, Inc.

(Formerly the Ninth Street Terminal
Warehouse Company)

1200 West Ninth St.

See our advertisement on front inside cover page

CLEVELAND, OHIO

The Knickerbocker Storage Co.

7724 Detroit Ave.

Cleveland, Ohio

HOUSEHOLD STORAGE

Moving

Packing

Shipping

Member American Warehousemen's Assn.

CLEVELAND, OHIO

MEMBERS A. W. A. O. W. A.

LEDERER
SERVICE
TERMINAL
BUILDS BETTER BUSINESS
MERCANTILE WAREHOUSING AND DISTRIBUTING

CLEVELAND, OHIO

THE LAKESHORE MOVING & STORAGE CO.

636 East 105th St.

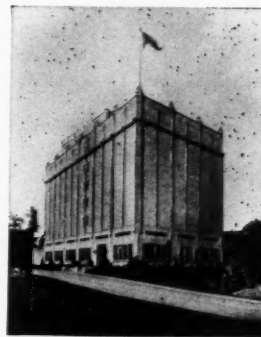


Members

The Ohio Motor Truck Club

CLEVELAND, OHIO

Apace with
the times—
Blue Rock
Branch!



Warehouse and Grounds at Blue
Rock

The LINCOLN STORAGE Co.

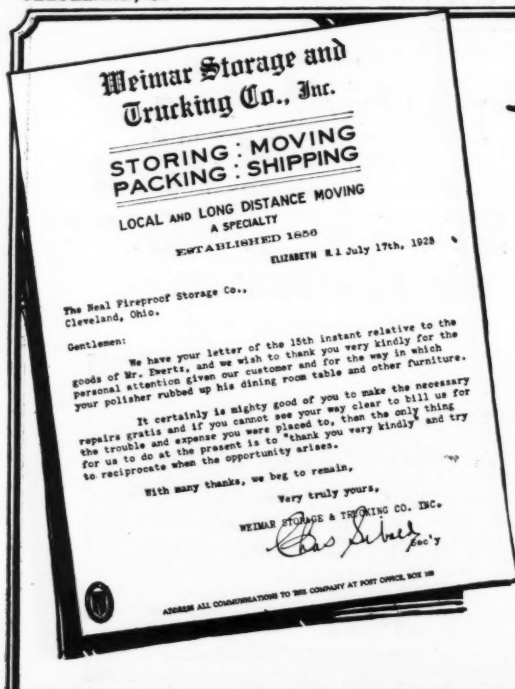
Main Office: 5700 Euclid Ave., Cleveland, O.
Depositories at 5660-5704 Euclid Ave. and
11201 Cedar Ave.

GEO. A. RUTHERFORD, Pres.
W. R. THOMAS, Vice-Pres.
W. H. TURNER, Secy. and Treas.

Car load shipments to our own private siding—
11201 Cedar Ave., on the N. Y. C. Belt Line
connecting with all R. Rs. entering Cleveland.
L. C. L.—Penns., Euclid Ave. Sta. adjoining
our Euclid Ave. Warehouse. Other R. Rs. to
Cleveland, Ohio.

Member: N. F. W. A., A. W. A., and C. F. W. A.





Appreciation

From cities, large and small, our Association Members recognize quality and personal attention, as rendered by NEAL SERVICE.

Regardless of the size of the shipment, every detail that will make a pleased customer is given our personal attention.

—That is why NEAL receives so many forwarding orders from members throughout every part of the country.

May we serve you on your next shipment into Cleveland territory.



The NEAL FIREPROOF STORAGE CO.
7208 EUCLID AVE. CLEVELAND

CLEVELAND, OHIO

EVERY service in Storing, Moving, Packing and Shipping under expert supervision. Valuables such as works of art may be entrusted to our care with the assurance of safe delivery or storage. Courtesy with efficiency our motto.

Storing, Moving, Packing, Shipping

**The
MEAD REDHEAD COMPANY**

1108 East 123 St.

Cleveland, Ohio

ADVERTISING
Doesn't Jerk — it
Pulls—a Steady Pull.
Every ad Goes to Confirm
the one Before it—to
Strengthen the One That
is to Follow and There's
No Waste of Effort or
Money. The Stayer Wins
Every time.

CLEVELAND, OHIO

**THE
SCOTT BROS.
Fireproof Storage Co.**

1838-40 East 55th Street



MEMBERS
[Cleveland Furniture Warehousemen's Association.]
[National Furniture Warehousemen's Association.]

CLEVELAND, OHIO

99 Out of 100 Say the Same

DU PONT HOUSEHOLD APPLIANCE CO.
HOUSEHOLD SPECIALTIESPHONE 875-829
824 SOUTH HILL STREET
LOS ANGELES, CALIF.

October 6, 1924.

Windermere Storage Co.,
Cor. Doan & Euclid Sts.,
East Cleveland, Ohio.Gentlemen: ATTN. MR. HEIL

This message is a little delayed but I want to take this opportunity of thanking you for the careful attention given my household goods in connection with the shipment of same to me here at Los Angeles.

Everything came through in excellent shape, in fact, I could not even find one scratch on any piece of furniture. The storage company who uncrated the shipment stated that in all their experience they had never seen furniture more carefully wrapped and crated.

Service of this kind cannot help but be appreciated and I want to add my appreciation to your long list of satisfied customers.

Very truly yours,

DU PONT HOUSEHOLD APPLIANCE CO.

By W. H. Mauldin
Manager

DM,MS.

We Solicit Your Business on Same Basis

THE WINDERMERE STORAGE CO.

Formerly the Windermere Transfer & Moving Co.

14441 Euclid Ave. East Cleveland, Ohio 1451-5-9 Hayden Ave.

Members of
C. F. W. A. O. C. H. N. F. W. A.

COLUMBUS, OHIO

Safety First

The Fireproof
Warehouse & Storage Company1018-30 North High Street
Columbus, Ohio

TRANSFERRING — STORING — PACKING

We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DOLLE, General Manager.

Motor Truck Service

Vaults for Valuables

Private Rooms

COLUMBUS, OHIO

THE OHIO WAREHOUSE CO.

544-560 Park St. So., Columbus, Ohio

IN THE HEART OF OHIO

IN THE HEART OF COLUMBUS

General Storage and Distribution

DAYTON, OHIO

THE UNION STORAGE CO.

U. S. BONDED

BAINBRIDGE, BACON & STATE STREETS

MERCHANDISE STORAGE TRANSFER DISTRIBUTION

COLUMBUS, OHIO

The W. Lee Cotter Warehouse Company
32 East Swan St.

Merchandise Storage and Distribution

Motor Freight Service

Member A. W. A., O. W. A.

MANSFIELD, OHIO

The W. Lee Cotter Warehouse Company
40 W. Third St.

Household Goods and Merchandise Storage

Fireproof Warehouse

Motor Freight Service

Member N. F. W. A., A. W. A., A. C. W.

COLUMBUS, OHIO

Consign H. H. G. to
EDWARDS at Columbus

Edward's Service guarantees the shipper all that he expects.

PACKING STORAGE
LOCAL and LONG DISTANCE
MOVINGThe Edwards Transfer & Storage Company
Columbus, Ohio

Members NFWA—OACH—OWO—NTMTOA

MARION, OHIO

MERCHANTS
Transfer Company

160 McWILLIAMS COURT, MARION, OHIO

Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Storage for Household Goods, Automobiles and Machinery. Packing and Shipping. Private Siding New York Central Lines.

MEMBER N. F. W. A.

COLUMBUS, OHIO.

The Merchandise Storage Company

Columbus, Ohio

General Storage & Distribution

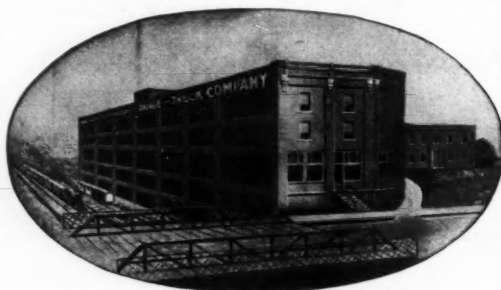
SERVICE THAT WILL SATISFY

The Men Who Distribute

Porter Screens

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

SPRINGFIELD, OHIO



Springfield, Ohio Shipments!

Bill through
WAGNER
Fireproof Storage and Truck Co.

Siding on Pennsylvania Lines. Free Switching Tariff. Excellent and complete facilities for Pool Car Shipments. Light and Heavy Motor Truck Service for

City and Inter-City Transportation.

A warehouse service that embodies every modern facility for the storage and distribution of merchandise.

TOLEDO, OHIO

The W. Lee Cotter Warehouse Company
201 Cherry St.

*Merchandise Storage and Distribution
Excellent Service*

Member A. W. A., A. C. W.

TOLEDO, OHIO



**"SHIP TO TOLEDO AND
CONSIGN TO DEPENTHAL"**
We are specialists in furniture packing, local and long distance furniture hauling.

Storage for general merchandise and household goods.

Connections with all railroads entering the city.

Private siding on the B. & O.

Member of National Furniture Warehousemen's Association.

DEPENTHAL, TRUCK & STORAGE CO.
Main Office, 108 Summit Street, Toledo, Ohio

TOLEDO, OHIO

**THE GENERAL
FIREPROOF STORAGE CO.**
651-655 STATE STREET

Household Goods Exclusively

Members: The National Furniture Warehousemen's Ass'n
American Warehouse Association

TOLEDO, OHIO

HOUSEHOLD GOODS EXCLUSIVELY
Established 1894

The H. C. Lee & Sons Co.
TOLEDO'S LEADING MOVERS
STORAGE

MEMBER N. F. W. A. Toledo, Ohio

TOLEDO, OHIO

Let "RATHBUN" Do It
THE RATHBUN CARTAGE CO.

195 and 197 So. St. Clair St.

Equipment Up to 20 Tons Capacity

*Storage of Household Goods, Pianos and
Merchandise*

Members Nat'l F. W. Assn.

YOUNGSTOWN, OHIO

THE WM. HERBERT & SON CO.
ESTABLISHED 1887 INCORPORATED 1922
**CRATING — PACKING — MOVING
STORAGE**
YOUNGSTOWN, OHIO

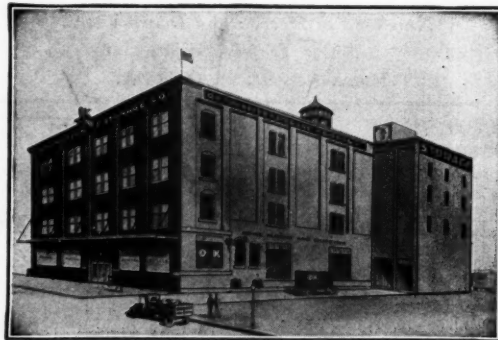
CHICKASHA, OKLA.

Rock Island Transfer & Storage Co.

Merchandise Pool Cars Distributed

Logical Distributing Point of the South West Territory
Chickasha, Okla.

OKLAHOMA CITY, OKLA.



WAREHOUSE No. 2

IN OKLAHOMA

We are the leading warehouse specialists and best equipped to serve your needs. Rail facilities for twenty cars, fireproof buildings, motor truck and team service. An organization of experts, 30 years under present management.

LOWEST INSURANCE RATE IN OKLAHOMA

O. K. Transfer & Storage Co.

A. C. WEICKER, President

MUSKOGEE, OKLA.

Muskogee Transfer & Storage Co.
2—Fireproof Warehouses
 Merchandise and Household Goods
 Stored—Pool Cars Distributed
 Railroad Siding.

OKMULGEE, OKLA.

HAL GRIFFIN, THE TRANSFER MAN
 Hauling, Storing and Shipping
 Distribution Service
 West Third between Frisco and Okmulgee Northern R. R.

TULSA, OKLA.

Joe Hodges Fireproof Warehouse
 Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad. Best Service Obtainable.

TULSA, OKLA.

Tulsa Storage & Transfer Co.
 Fireproof Warehouse

Pooled car distributors—private siding "Frisco" merchandise and H. H. Goods—6 railroads into Tulsa—A. T. & S. F., Frisco, M. V., M. K. & T., O. U. R. & S. S.

PORTLAND, ORE.

B E K I N S
 MOVING and STORAGE
 Portland, Ore. Seattle, Wn. Vancouver, B. C.

PORTLAND, ORE.

General Warehousing
Storage-Distribution
Portland Oregon



*Logical distributing point
 of the
 Pacific Northwest Territory*

PORTLAND, ORE.

Northwestern Transfer Co.
 Incorporated 1888
 STORAGE - DISTRIBUTION - HAULING
 Free Trackage All Railroads
 We Make a Specialty of Distributing Pool Cars
 Office, 64 Front Street

G. W. CUMMINGS President
 J. H. CUMMINGS Secretary

PORTLAND, ORE.

Oregon Transfer Company

Established in 1848

474 Glisan Street Portland, Oregon

U. S. Bonded and Public Warehouses

Storage, Distribution and Forwarding
 Specialists

Largest Warehouse and Transfer Organization in Pacific Northwest. We own our buildings and equipment.

ALLENTOWN, PA.

C. A. Dorney Storage Warehouse Co.
 Warehouse—Race & Linden Sts. Office—612 Hamilton St.

General Storage
 Household Goods Merchandise
 Distribution Forwarding
 Direct switch connection Lehigh Valley R. R.
 Automatic Sprinkler System

ALLENTOWN, PA.

Hummel Warehouse Company
 728-40 N. 15th Street

Pool Car Distribution and Forwarding.
 Transfer. Storage. Railroad Siding.

Mark all shipments Lehigh Valley R. R. Delivery.

BETHLEHEM, PA.**ALLENTOWN, PA.**

F. G. LAZARUS
20th Century Storage

Moving, Storing, Packing, Crating, Shipping
 of Household Goods and Merchandise
 Direct R. R. Siding Lehigh Valley.

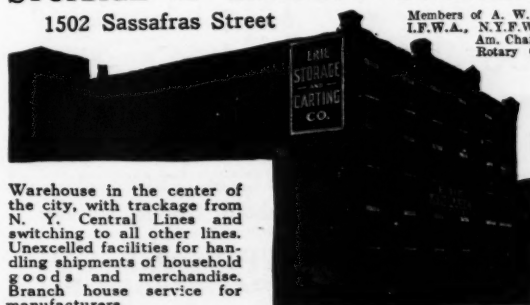
CHESTER, PA.

Headley's
Express & Storage Co., Inc.
 General Storage
 Merchandise and Household Goods
 Moving, Packing and Shipping

ERIE, PA.

ERIE
STORAGE & CARTING COMPANY
 1502 Sassafras Street

Members of A. W. A.,
 I.F.W.A., N.Y.F.W.A.,
 Am. Chain &
 Rotary Club



Warehouse in the center of the city, with trackage from N. Y. Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of household goods and merchandise. Branch house service for manufacturers.

ERIE, PA.

ERIE WAREHOUSE COMPANY

**MERCHANDISE
STORAGE DISTRIBUTION**

"a complete and efficient service"

PRIVATE TRACKAGE MOTOR TRUCK FLEET

HARRISBURG, PA.



The Heart of Distribution

Carloads spotted at our doors are broken into LCL shipments via any steam line, without carting charges. There is a big saving for distributors in this feature. Trackage for twenty-four cars. Lowest insurance rates.

We are located at the very heart of one of the richest and most populous markets in the country. Get your goods into this market economically through our facilities.

Keystone Warehouse Harrisburg, Pa.

Elmer C. Finkenbinder, Resident Manager

ERIE, PA.

LAKE AND RAIL

Our downtown warehouse is a modern building, fireproofed, commodious, and located in the heart of Erie's wholesale district, readily accessible to your local trade.

Our docks extend 1000 feet into one of the best harbors on the Great Lakes and have storage facilities for 800 carloads.

These unexcelled facilities make Erie and the Fort Erie Warehouses the logical place and means for rapid, convenient, profitable distribution by discriminating shippers.

Fort Erie Warehouses & Docks Erie, Pa.

J. M. Dunkle, Resident Manager

HARRISBURG, PA.

MONTGOMERY & CO. STORAGE WAREHOUSES

Merchandise Storage—Transferring—Forwarding

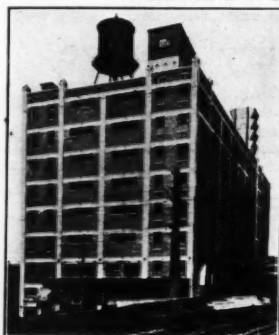
Direct Track Facilities

Pool Car Distribution

Members A.W.A. and American Chain of Warehouses

ERIE, PA.

UNION STORAGE CO. of ERIE FIFTEENTH AND GERMAN STS., ERIE, PA.



**General Storage
Cold Storage
Distributing
Space for Leasing
Private Offices**

Private Tracks on Main
Line of New York
Central Railroad

Insurance Rate on Contents
17 cts. per \$100.00
per Year

Only Fireproof Warehouse in Erie

U. A. GAMBLE
Secy. and Gen. Mgr.

JOHNSTOWN, PA.



I. D. REPLOGLE STORAGE CO. 438 HORNER STREET

Household Goods and Merchandise Storage

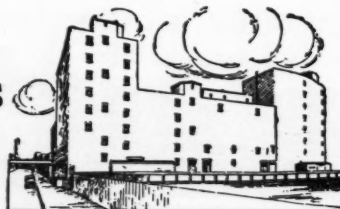
**Pool Car Distribution. Private B. and O. R. R. Siding.
Complete Warehouse Service.**

Members Penn. F.W.A. and N.F.W.A.

HARRISBURG, PA.

POOL CARS

Efficiently Handled



Merchandise and Household Goods Storage

**HARRISBURG STORAGE CO.
P. R. R. Sidings. HARRISBURG, PA.**

LANCASTER, PA.

S. S. BERTZ & CO., 226 West Lemon Street STORAGE WAREHOUSE

General Merchandise Distribution

Pool Car Shipments

HOUSEHOLD GOODS STORAGE

Local and Long Distance Hauling—Direct Railroad Siding—Both
Pennsylvania R. R. and Philadelphia & Reading

CORRESPONDENCE SOLICITED

LANCASTER, PA.

Keystone Express & Storage Co.
STORAGE—DISTRIBUTORS—FORWARDERS
Merchandise and Household Goods
MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE
Siding on P. R. R. and P. & R.

LANCASTER, PA.

Lancaster Storage Co.
Lancaster, Pa.

Merchandise Storage, Household Goods, Transferring, Forwarding
Manufacturer's Distributors, Carload Distribution
Local and Long Distance Moving
Railroad Sidings

NEW CASTLE, PA.

S. C. MOORE, Proprietor

Keystone Delivery Transfer & Storage
Packing, Crating, Storage and Shipping
of Household Goods

Merchandise distribution. Pool car shipments. Motor trucks for light and heavy hauling and long distance moving.
Members N. F. W. A. Members Penna. Whse. Assoc.

OIL CITY, PA.

CARNAHAN
Transfer and Storage

The most reliable transfer in Venango County. Fireproof warehouse. Private rooms for furniture and pianos. General hauling. Overland hauling. Piano moving. Furniture packing a specialty.
Forwarding agents. Members N. F. W. A.

PHILADELPHIA, PA.

PROPRIETARY MEDICINES—TOILET GOODS
A SPECIAL WAREHOUSING AND DISTRIBUTION SERVICE USED BY SOME OF THE COUNTRY'S LARGEST MANUFACTURERS.
DAILY DELIVERIES MADE IN PHILADELPHIA AND CAMDEN.
POOL CAR DISTRIBUTION

THE REUBEN H. DONNELLEY CORPORATION
1206-1216 Race Street Philadelphia, Pa.

PHILADELPHIA, PA.

ESTABLISHED 1855
Phone Lombard 25-71

Godley's Storage Warehouses
714 S. Swanson Street (Cor. Kenilworth St.)
Philadelphia, Pa.

STORAGE FOR FREE AND U. S. CUSTOMS
BONDED MERCHANDISE



Track connections
Pennsylvania Railroad
Philadelphia & Reading Railroad
Mdse. Distribution. Pool Cars.

PHILADELPHIA, PA.

Let Us Store and Distribute Your Merchandise

Our well equipped PUBLIC STORAGE WAREHOUSE is conveniently located, containing 8 acres of floor space.

FOR RENT

Separate floors or buildings at extremely low rentals.

P. R. R. Siding adjoins our Buildings.

Phila. Belt Line Connections.

FRANKLIN WAREHOUSING COMPANY, Inc.

Delaware Ave., Kenilworth, Penn, Swanson & Bainbridge Sts.

Bell Phone, Lombard 59-66

Keystone Phone, Main 18-05

Represented by J. P. WARNER, Formerly of
INTERNATIONAL WAREHOUSING CO.

PHILADELPHIA, PA.

HARVEY J. LUTZ

MILTON A. HILDENBRAND

HILDENBRAND BROS.
STORAGE, PACKING, MOVING
Broad and Cumberland Streets, Philadelphia, Pa.

Large fleet of Packard motor vans.

PHILADELPHIA, PA.

LOEB SERVICE
in Philadelphia

American Warehouse and Distributing Co.

Delaware Ave., Swanson and Queen Sts.

Private Siding P. R. R. and Belt Line to all R. R.

Loeb Cold Storage and Warehouse Co.

1224-6-8 Frankford Ave.

Fireproof

Any temperature

H. Loeb & Son, 33rd and Master Sts.

Private Siding Phila. & Reading R. R.

Motor Truck Delivery Service

The Men Who Distribute

U. S. Envelopes

Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

PHILADELPHIA, PA.

9 Warehouses 27 Acres of Floor Space Sea and Rail
Trackage Facilities for 48 Cars Reading R. R. Penn. R. R.



LOCATION—On river front—Heart of jobbing district—Adjacent to navigation lines—Surrounding streets, wide and well paved, eliminate vehicular congestion.

EQUIPMENT—Thoroughly modern—Low insurance—High speed elevators—Ample delivery platforms—Fleet of motor trucks—Completely equipped pool car department.

FACILITIES—Direct track connection with Penn. R. R. and Reading R. R. permitting daily ferry or trap car service—No cartage expense on L. C. L. shipments. **PERSONNEL**—Trained to intelligently handle all merchandise.

TERMINAL WAREHOUSE COMPANY

Delaware Ave. and Fairmount

Members—A. W. A., Distribution Service, Inc., N. F. W. A., Pa. F. W. A.

REPRESENTED BY
DISTRIBUTION SERVICE, INC.

100 BROAD ST., NEW YORK CITY
Phone B.G. 8100

427 W. WAB ST., CHICAGO
Phone Sup. 7180

624 THIRD ST., SAN FRANCISCO
Phone Sutter 3461

An Association of Good Warehouses Located at Strategic Distribution Centers

PHILADELPHIA, PA.

MILLER NORTH BROAD STORAGE COMPANY

MOVING, STORAGE, PACKING, SHIPPING

Four large convenient Warehouses. Fleet of thirty large and small motor trucks. Storage space for household goods, merchandise and automobiles. Private Siding Penna. R. R. (Angora Station). Distribution of Pool Car Shipments.

Main Office: BROAD ABOVE LEHIGH AVENUE
PHILADELPHIA, PENNSYLVANIA

Members: N. F. W. A. and A. W. A.

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Household Effects



Fireproof Warehouse

"A Service as Good as Its Reputation"

20th CENTURY STORAGE WAREHOUSE CO.

3120 MARKET STREET

(Member—N. F. W. A. and P. F. W. A.)

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Philadelphia

LOCAL BUSINESS

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Manufacturing Distributors

Philadelphia, Germantown, Chestnut Hill,
Camden, N. J., Frankford

PITTSBURGH, PA.

BELMAR

MOVING & STORAGE CO.

MAIN OFFICE AND WAREHOUSE

739-741-743 Penn Ave.

Wilkinsburg, Pa.

Branch Office and Warehouse

Homewood Ave. and P. R. R., Pittsburgh, Pa.

Member National Furniture Warehousemen's Association

Member Pennsylvania Furniture Warehousemen's Association

Your patronage solicited and reciprocated.

PITTSBURGH, PA.

IN
PITTSBURGH
IT'S
BLANCK'S
TRANSFER & STORAGE CO.
SINCE 1880
MOVING—PACKING—STORAGE
BAGGAGE AND FREIGHT DELIVERY
FIREPROOF WAREHOUSE
REAL SERVICE

PITTSBURGH, PA.

DONALDSON
Transfer and Storage Company
FIREPROOF
FURNITURE WAREHOUSE
100,000 square feet.
Consign Pittsburgh Shipments to Us.
1012 to 1018 Western Avenue
Established 1865
Member A. W. A.

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Duquesne's Offer:
Certain Satisfaction



To the firm selling to wholesalers and retailers we offer quick distribution to two million consumers. Large consignments reach us at carload rates and are reshipped L. C. L. without need for or expense of trucking. One hundred cars is our track capacity; eight five-ton elevators and a careful, experienced crew of handlers assure despatch and safety.

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Pittsburg, Pa.

H. A. Bietendeufel, Superintendent.

PITTSBURGH, PA.

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Office: 939 So. Canal St.
Warehouses: 918-928 Uneeda Street
Movers, packers, shippers of H. H. goods.
Fire proof and fire protected (sprinkled) warehouses.
Established 1878

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Established 1910
PITTSBURGH DISTRIBUTING CO.
POOL CARS DISTRIBUTED
AND RESHIPED L. C. L.
PITTSBURGH, PA.
620 Empire Building Tel. 1574 Smithfield

PITTSBURGH, PA.

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CORRESPONDENT**



CONSISTS in giving the correspondence of those we represent prompt acknowledgment, safeguarding their interests, mailing checks in settlement of accounts, and furnishing final reports of transactions.

THIS service also includes an element of importance:— the handling of shipments upon arrival in a manner conducive to joint customer's approval, whose future business we are always eager to secure.

Ship via Pennsylvania to East Liberty Station (Pittsburgh, Pa.)

Established 1889

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STORAGE AND TRANSFER CO.
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STORAGE & TRANSFER COMPANY

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Branch Warehouse, Wilksburg, Pa.
Murdoch Means Service

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Transfer and Storage Co.

Consign Pittsburgh Shipments
All Fireproof Warehouses

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Established 1865

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Columbian Warehouse Company
Storage, New Merchandise Exclusively.
Modern Building, Lowest Insurance Rates.
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Members N. F. W. A.—P. F. W. A.

R. F. POST

Motor
TrucksHousehold
GoodsMerchandise
StoragePool Car
Distribution

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Lackawanna R.R. Siding Direct

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"Same Day Service"

MERCHANTS WAREHOUSING COMPANY

Merchandise Storage and Pool cars checked.
Central location and direct siding for 10 cars on L. V. and C. R. R.
of N. J. sidings.
Manufacturers' Distributors with facilities to handle large consignments.

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WILKES-BARRE WAREHOUSING CO.

General Storage and Distribution

Prompt and Efficient Service
Milling-in-Transit and Pool Cars

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The Williamsport Storage Co., Inc.

GENERAL MERCHANDISE STORAGE

Pool Car Distribution and Forwarding

Prompt and Efficient Service

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Correspondence Solicited.

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Established 1894.

"He Profits Most Who Serves Best" (Rotary)

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Incorporated

Storing, Packing, Carting.

Shipping, R.R. Siding, Manufacturers' Distributors.

Correspondence Solicited

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Storage in transit privilege accorded.

THE PURCHASING POWER

of the field covered by

Distribution and Warehousing

is that of an industry with a
total investment of more than

\$1,000,000,000.00

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TERMINAL WAREHOUSE CO. OF RHODE ISLAND, Inc.

Allen Avenue, Foot of Oxford Street on Providence River

PROVIDENCE, RHODE ISLAND, U. S. A.

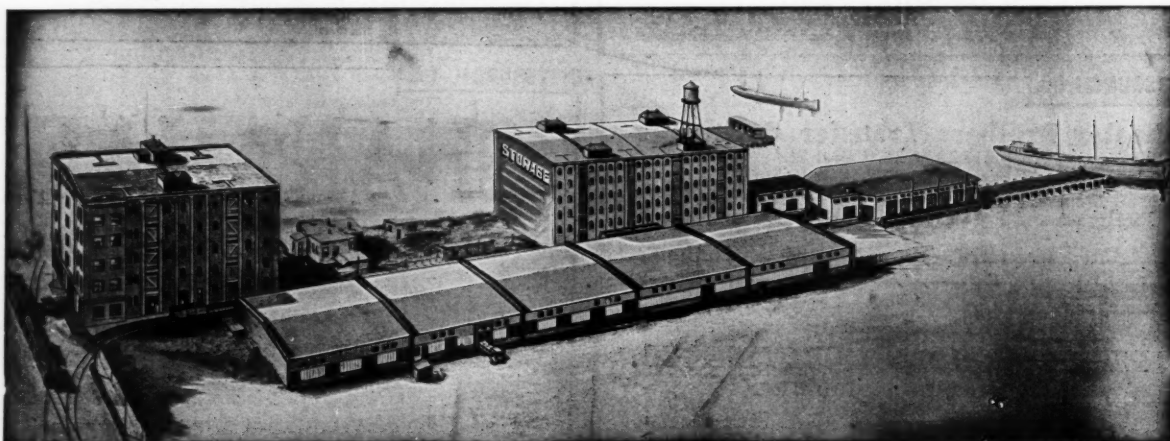
The most modern Storage Warehouses in New England, with side track capacity for 75 cars—Also several acres of yard storage

Our Location center of the Manufacturing Industries of New England. Deliveries either by Rail or Motor Trucks from our location to most any point in New England. Lowest Insurance Rates. Direct Track Connection N. Y., N. H. & H. R. R. Shipping Directions, South Providence, Rhode Island. Good Depth of Water. Weighing, Sampling and Shipping by Experts permanently employed.

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Packing and Merchandise Distributors

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Household Furniture and Pianos
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Experts in Handling Household Goods
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Storage, Packing, Moving, Shipping

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Storage, Packing, Shipping of
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General Merchandise—Pool Car Shipments
Distributed Correspondence Solicited.
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Warehouse and Forwarding Co.

Merchandise Storage and
Distribution of Pool Cars

Modern Concrete Warehouse
100,000 Square Feet of Storage Space
Private Tracks Connecting with
All Railroad and Steamship Lines
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Members of the American Chain of Ware-
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Storage and Distribution of Merchandise and
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Pool Cars Promptly Handled

C. M. & St. P. Trackage Trucks and Teams

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General Warehousing
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Bonded Warehouse
35,000 sq. ft.
Motor Truck and Team Service



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THE CHATTANOOGA
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Fireproof Warehouse

Furniture Merchandise
Packed Stored Shipped
Heavy Hauling

Motor and Horse Drawn Equipment

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CHATTANOOGA

Warehouse & Cold Storage Company

Chattanooga, Tennessee

MEMBERS: A. W. A. and AMERICAN CHAIN

Cold and General Storage

GENERAL MERCHANDISE AND HOUSEHOLD GOODS

PACKING AND SHIPPING

Special Attention Given to Pool Car Distribution.

CHATTANOOGA, TENN.

CRABTREE

TRANSFER & STORAGE COMPANY, Inc.

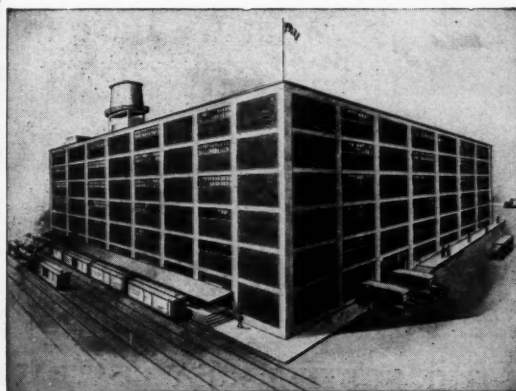
Distributors and forwarders of pool cars

MOVING, PACKING, STORAGE

Sprinkler system warehouse. Lowest insurance rates.

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D. R. BENEDICT, Manager



Knoxville Fireproof Storage Company

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Only Fireproof Warehouse in Knoxville

135,000 square feet on
Southern Railway tracks.
Equipped with Automatic Sprinkler.

Insurance at 12c. per \$100.00
per annum.
Pool Cars distributed.

Household goods shipments
solicited. Prompt remittance
made.

MEMBERS

American Warehousemen's Ass'n
National Furniture Warehousemen's Ass'n

PROMPT AND EFFICIENT SERVICE

KNOXVILLE, TENN.

Forwarding and Distributing Agents
Household Goods and Piano Moving
Long Distance Hauling, anywhere, any time

*Fully equipped for
Distribution of Pool Cars*

Rowe Transfer & Coal Co.

INCORPORATED

415-417 NORTH GAY STREET

KNOXVILLE

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MEMPHIS, TENN.

Memphis' Most Careful Movers

Move
Pack
Store
Household
Goods



Two Warehouses—Private Siding

ECONOMY TRANSFER & STORAGE CO.

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Patterson Transfer Company

Established 1856. Sprinkler System.
Lowest Insurance Rate in the City.
Merchandise Storage and Distribution.
Pool Cars Distributed.

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Pres. J. H. POSTON Vice-Pres. S. M. POSTON
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**JOHN H. POSTON
STORAGE WAREHOUSES**

INCORPORATED

671 to 679 South Main St., on Illinois Central Railroad
Tracks

CAPACITY 1000 CARS

Free Delivery from All Railroads on Car Lots
Insurance Rate 25-100 of One Per Cent or \$2.50 Per
\$1000.00 Per Annum.

No Charge for Switching To All Railroads on Car
Lots for Competitive Points and Illinois Central Rail-
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MEMPHIS, TENN.**

MEMPHIS, TENN.

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YOU ARE LOOKING FOR A Warehouse That Believes in
"SERVICE FIRST" Then Get in Touch Today With

ROSE WAREHOUSE COMPANY, Memphis, Tenn.

LIGHT, CLEAN STORAGE
LOW RATE OF INSURANCE
FREE SWITCHING SERVICE
IN THE HEART OF THE
FREIGHT TERMINAL
AND JOBBING DISTRICT.

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What We Have to Offer for the Storage of
**GENERAL MERCHANDISE
AUTOMOBILES**

and

POOL CAR DISTRIBUTION

in

THE SOUTH'S MOST CENTRALLY LOCATED DISTRIBUTING CENTER

200 Acres Concrete Warehouses
All on ground floor
Automatically sprinkled
Privately policed
Lowest Insurance

Ten miles of Standard Railroad
Trackage for 500 Cars
Served by ten Railroads
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Our own switch engine and Motor Fleet

OUR FACILITIES ALLOW US TO OFFER REASONABLE RATES WITH UNEXCELLED
SERVICE

THE MEMPHIS TERMINAL CORPORATION

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Member A. W. A.

NASHVILLE, TENN.

NASHVILLE

Central shipping point for all parts of Tennessee, Southern Kentucky, Northern Alabama, Mississippi and Georgia.

BOND

Reshipping and city deliveries from pool cars or warehouse stock. Free switching from all roads. Low insurance. Expert men will attend to your business promptly and carefully. Will be glad to refer you to many large and well known companies we are now serving.

E. M. Bond Fireproof Storage Co.

Members of American Warehousemen's Association, National Furniture Warehousemen's Association, Southern Warehousemen's Association and American Chain of Warehouses.

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Universal Terminal Warehouse Company

Fire-proof storage—Sprinklered Warehouses

Galveston, Texas

Houston, Texas

New York Office:
40 Rector Street

GALVESTON, TEXAS

The WILEY & NICHOLLS CO.

GALVESTON, TEXAS

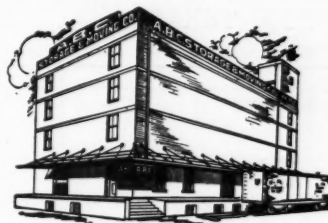
TRANSFER AND FIRE-PROOF
WAREHOUSES

Pool Car Distributors

Forwarders

HOUSTON, TEXAS

A·B·C. STORAGE AND MOVING CO., Inc.



Right in the
Center
of Houston

Ideal for the
DISTRIBUTION
of
MERCHANDISE
and
HOUSEHOLD
GOODS

"It's Fireproof"

Houston, Texas

Edw. T. Keough, Gen. Mgr.

EL PASO, TEXAS

R. L. Daniel Storage Co.

Box 487, 1706 Texas, 2813 Durazno Sts.

Our hobby is the crating, packing, shipping and storing of household goods. Consign your goods to us for proper attention.

Member, National Furniture Warehousemen's Assn.

EL PASO, TEXAS

INTERNATIONAL WAREHOUSE CO.

INC., \$200,000

FIREPROOF—BONDED

Members: N. F. W. A.—Tex. W. & T. Ass'n.

Storage, Drayage, Packing, Distribution

Merchandise and Household Goods

HOUSTON, TEXAS

ONE OF SOUTHWEST'S LARGEST MODERN
FIREPROOF BONDED WAREHOUSES

Facilities for handling all kinds of Merchandise with accuracy and promptness.

NATIONAL Warehouse and Distributing Co.

KOPPEL AND WASCHER, Propr's

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Houston, Tex.

Warehouses contain 72,500 sq. ft. space. Brick construction. Sprinkler system assures you a lower rate of insurance.

FORT WORTH, TEXAS

In Fort Worth It's Binyon-O'Keefe

With three warehouses having a total of 250,000 square feet of floor space; with our private side and free switching to Fort Worth's eleven Trunk Line Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



BINYON-O'KEEFE
Fireproof Storage Co.
Fort Worth

Associated with Distribution Service, Inc.



HOUSTON, TEXAS

U N I O N TRANSFER & STORAGE CO.

Successors to

Binyon O'Keefe Fireproof Storage Co.



Pool Cars Distributed

MERCHANDISE STORAGE
FIREPROOF WAREHOUSE

SERVICE THAT COUNTS

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Universal Terminal Warehouse Company
 Fireproof storage—Sprinklered Warehouses
 Houston, Texas Galveston, Texas
 New York Office: 40 Rector Street

HOUSTON, TEXAS

Wald Transfer and Storage Co.
Bonded Fireproof Warehouse
 Merchandise and Household Goods Storage.
 Pool Cars Distributed.
 Rail Facilities 10 Cars.
 Dry Cold Storage Plant in Connection.
 H. B. & T Railroad and 812 Live Oak St.
 HOUSTON, TEXAS

HOUSTON, TEXAS

**IN
 HOUSTON
 WESTHEIMER'S
 FOR HOUSEHOLD GOODS AND
 MERCANTILE STORAGE
 DISTRIBUTION**

**FIREPROOF WAREHOUSES
 RAIL FACILITIES—20 CARS
 ELECTRIC CRANE
 YARD STORAGE**

Investment—\$300,000.00

References

Dun or Bradstreet Agency
 All Local Banks
 And Best of All
 Forty Years in Houston

**WESTHEIMER WAREHOUSE COMPANY
 HOUSTON, TEXAS**

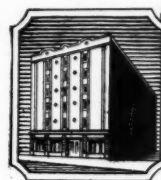
SAN ANTONIO, TEXAS

Territory—Southwest Texas and Mexico
MERCHANTS TRANSFER COMPANY
 BANKERS of MERCHANDISE
 Warehousing and Distribution
 Household Goods—General Storage—Pool Cars
 Branch House Facilities—Bonded

SAN ANTONIO, TEXAS

MUEGGE-JENULL WAREHOUSE CO.
Distributing Storage Forwarding
 Give us a chance to demonstrate our service.
 Reference Any Bank in San Antonio.
 Bonded, Fireproof, Reliable, Dependable Service.

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**General Warehousing
 and Distribution**

CAPACITY
 1,250,000 CU. FT.

THE HOUSE OF SECURITY. Member four leading associations!

Write for
 freight tariff
 to all points in
 San Antonio
 territory

**SCOBEE
 FIREPROOF
 STORAGE**

San Antonio, Texas

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HUNTER TRANSFER CO.
 TEXARKANA, ARK.
 Established 1882
 DISTRIBUTOR OF
 POOL CARS STORAGE
 TRUCKING MOVING

TYLER, TEXAS

Tyler Warehouse and Storage Company
 Bonded under the Laws of Texas
 General Storage and Distribution from the Center of East
 Texas. Specializing in Pool Cars Merchandise.

WICHITA FALLS, TEXAS

ELKIN TRANSFER & STORAGE CO.
 Wichita Falls, Texas
 Located in the heart of the oil industry. Logical distributing
 center for North Texas. Trackage warehouse for merchandise
 and household goods; free switching service.
We specialize in pool car distribution
 MEMBERS { Texas W. & T. Ass'n
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Merchandise Storage and Distribution
 Over 1,000,000 Cubic Feet Re-enforced Concrete,
 Sprinklered Space
 Insurance Rate Only 18 Cents
Jennings-Cornwall Warehouse Co.

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Southern Bonded Warehouse Corp.
 Merchandise and Household Goods
DISTRIBUTION—STORAGE—TRANSFER
 A. C. L. PRIVATE SIDING
 Members: A. W. A.—N. F. W. A.—A. C. W.

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Free MERCHANDISE STORAGE Bonded DISTRIBUTION and FORWARDING

Direct rail connections with all roads entering Norfolk
 Trap car service Storage in transit Pool car distribution

150 package cars leave Norfolk daily for surrounding territory

Dry sprinkler system throughout
 Low insurance rates

2,000 feet of wharfage
 Deep water slips

Within one mile of jobbing and wholesale districts
 Collections promptly made and remitted

*A spot stock in Norfolk receives more economical and efficient distribution to
 Virginia and North Carolina than from any other center.*

Norfolk Warehouse Corp'n, Norfolk, Virginia.

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427 W. WAB ST., CHICAGO
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624 THIRD ST., SAN FRANCISCO
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An Association of Good Warehouses Located at Strategic Distribution Centers



RICHMOND, VA

Virginia Bonded Warehouse Corporation
 1707 East Cary Street

Distribution and Forwarding of General Merchandise Only
 Largest Warehouses in South Southern R. R. Siding
 175,000 sq. ft. Insurance Rate 25c. per \$100 per year
Members American Warehousemen's Association

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MOVING and STORAGE

Vancouver, B. C. Seattle, Wn. Portland, Ore.

SEATTLE, WASH.

UNITED WAREHOUSE CO.
SEATTLE, WASH.



Established 1895
 Incorporated 1900

GENERAL STORAGE AND DISTRIBUTING
 U. S. CUSTOMS BONDED STORAGE
 RAIL CONNECTION WITH ALL ROADS

SEATTLE, WASH.

EYRES STORAGE and DISTRIBUTING CO.



Established 1889
 Incorporated 1904
 Free & Bonded

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Seattle, Wash.

GENERAL MERCHANDISE STORAGE
 MACHINERY STORAGE
 HOUSEHOLD GOODS STORAGE
 POOL CAR DISTRIBUTIONS
 OPERATING 26 TEAMS, 42 AUTOS
 SERVICE OUR MOTTO



SEATTLE, WASH.



Established
1905



TAYLOR-EDWARDS
Warehouse and Transfer Co., Inc.
1518 First Ave. So.

Warehouseman Distributors and Forwarders
of
Merchandise, Machinery
Furniture and Household Goods

Consign Your Cars to Us and Receive a
High Class Service at a Minimum Cost

Lowest Insurance Rates in the City

TACOMA, WASH.

Pacific

Storage & Transfer Co.

Warehousemen
Merchandise and Furniture
Distributors and Forwarders



Our Motto Is
SERVICE
Speed—Accuracy—
Satisfaction

Ship Your Pool Cars in Our Care



YAKIMA, WASH.

Miller-Callison Storage & Transfer Co.

DISTRIBUTORS and FORWARDERS, PACKERS, SHIPPERS and MOVERS
TRANSFER-STORAGE-WAREHOUSING

Motor Trucks and Team Equipment for All and Every Kind of Hauling.

SHIP IN OUR CARE and let us be "At your service with best of service."

228 So. 1st St. Phone 571
AUTOMOBILE AND TRUCK STORAGE

HUNTINGTON, W. VA.

Shipping Center for
Southern West Virginia, Southern
Ohio and Eastern Kentucky

With five railroads entering Huntington or nearby and the Ohio River accessible, shipping to a large and thickly populated territory is a matter of a few hours. Private siding, no switching charges, every modern convenience supported by exceptionally high class service at a cost surprisingly low. Huntington is the gateway to a large and fertile field.

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SPOKANE, WASH.

Furniture
Moved
Packed
Shipped
Stored
Pool Cars
Distributed and
Consolidated

**CATER
TRANSFER
&
STORAGE
CO.**

Exclusive
Motor Service
Merchandise
Storage
L. C. L. & C. L.
Distribution
Private Spur
N. P. Railroad
Ins. Rate 84c

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WE OWN BOTH WAREHOUSES

Established 22 years in Tacoma—and know how to handle your requirements

Storage (bonded and free) Merchandise and H. H. Goods
Moving and Packing by Experts C. L. & L. C. L. Distribution
Collections Remitted Promptly We Solicit Your Business
CORNER PACIFIC AVE. AND 19th.

LA CROSSE, WIS.

**La Crosse Terminal Warehouse
Company**

Storage and Forwarding
Household Goods and Merchandise
Trackage Connection with All Railroads

A Warehouse modern equipped in every respect rendering
service of the better kind—always up-to-the-minute.

Phone 492 La Crosse, Wis.

M. A. Smith, Mgr.

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**LINCOLN
FIREPROOF WAREHOUSE CO.**

322-332 Third Street, Milwaukee, Wis.

Direct Trackage into Warehouse, Carlot Distribution.
City and Interurban Delivery of Mdse. and Household
Goods. We remit upon receipt of bill of lading.

The Men Who Distribute
Crystal Domino Sugar
Read DISTRIBUTION & WAREHOUSING
and consult the Shippers' Index

MILWAUKEE, WIS.

HANSEN STORAGE COMPANY

Capital \$1,000,000.00

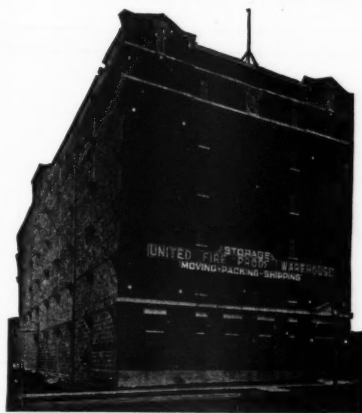
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WE CAN SOLVE YOUR PROBLEMS IN STORAGE
AND DISTRIBUTION OF MERCHANDISE15 WAREHOUSES—50-CAR SIDE TRACK
850-FOOT DOCKMember—American Chain of Warehouses,
American Warehousemen's Association,
Central Warehousemen's Club.

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For the Greatest SatisfactionTo both yourselves and your customers
consign your Milwaukee shipments to**United Fire Proof
Warehouse Co.**

392 Prospect Ave., Milwaukee, Wis.

Good service
built this
new fire proof
warehouse.

OSHKOSH, WIS.

Oshkosh Storage CompanyGeneral Storage—Re-Consigning
Distributing—Forwarding
Prompt and Efficient Service
Private Siding—Free SwitchingOshkosh is the Metropolis of the Fox River Valley
and the best distributing point in Wisconsin.
We solicit your valued shipments which will receive
our prompt and careful attention.Members: American Warehousemen's Association
Nat'l Furniture Warehousemen's Ass'n

SUPERIOR, WIS.

HART **TRANSFER &
STORAGE COMPANY**PACKING, STORAGE, SHIPPING
Largest Padded Vans in the City
Private Switch—No Switching Charge
Freight, baggage and express transfer. Furniture packing and moving. Light
and heavy hauling, private locked rooms, heated piano and painting rooms.
Advanced charges remitted instantly. Reciprocity at every opportunity.
POOL CARS DISTRIBUTED 1716 BROADWAY

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CENTRAL DISTRIBUTING
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THE GATEWAY TO CANADA

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They have found this organization extremely capa-
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who have not discovered our great capacity for
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valuable to you in the matter of routing your
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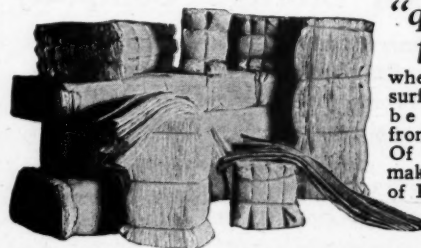
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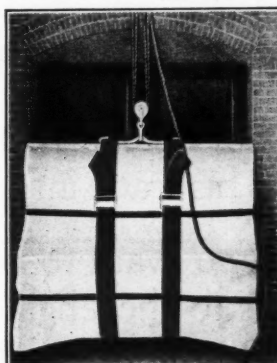
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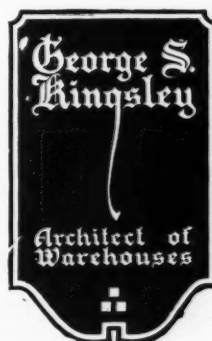
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Carpet cleaning is a furniture warehouse service.

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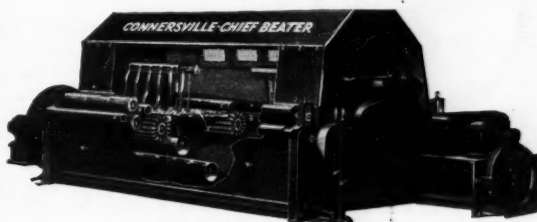
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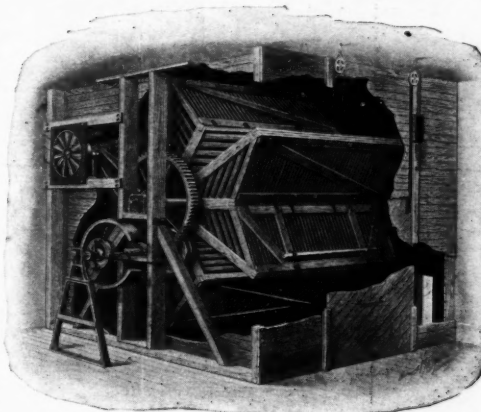
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Mechanical Carpet Beater

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Vacuum Cleaners... Electric Motors
Mechanical Beaters... Dust Wheels

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United Vacuum Appliance Corp.
Connersville, Indiana,
Dept. 19

Please send complete information on

☐ Wheels ☐ Beaters

Name Address
City State

Beaters Kill Moths

(Continued on page 124)

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Foremost in Quality, Workmanship
and Strength



The most economical from
every standpoint

A. L. Reach Textile Co.

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GLENDALE Borough of Queens
NEW YORK CITY, N. Y.

TRADE MARK REG. U. S. PAT. OFFICE

90% Saving Over the Hand Saw

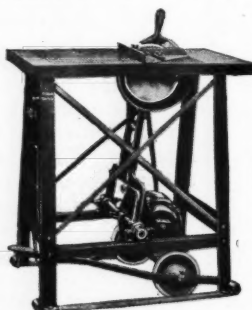
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for Packing, Crating, Box Re-
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its low initial cost in a short
time. If it doesn't—return it.
Ten times as fast as a hand
saw. Runs from lighting cir-
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connects with lamp socket. Al-
ways ready for service anywhere
in plant or out on the job.
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Room—3 Phase 1/2 H.P.

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tion one of the greatest time
and labor saving devices
ever offered to warehouse-
men.

Nothing like it on the mar-
ket. Developed and refined
by a warehouseman to fit
your needs.

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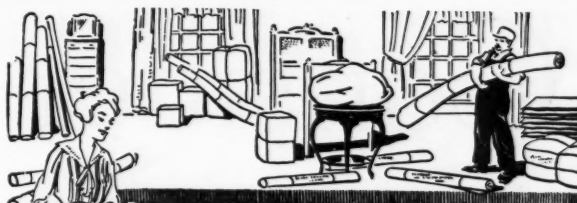
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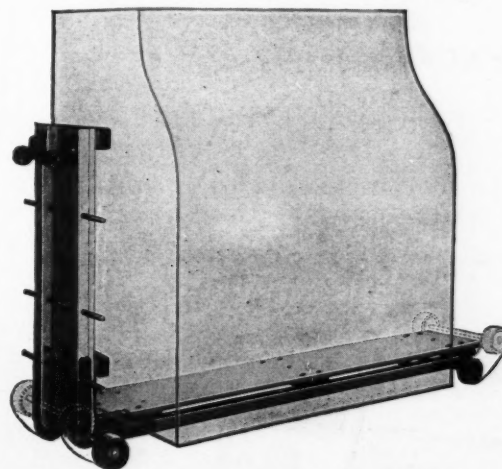
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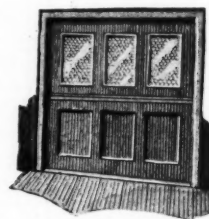
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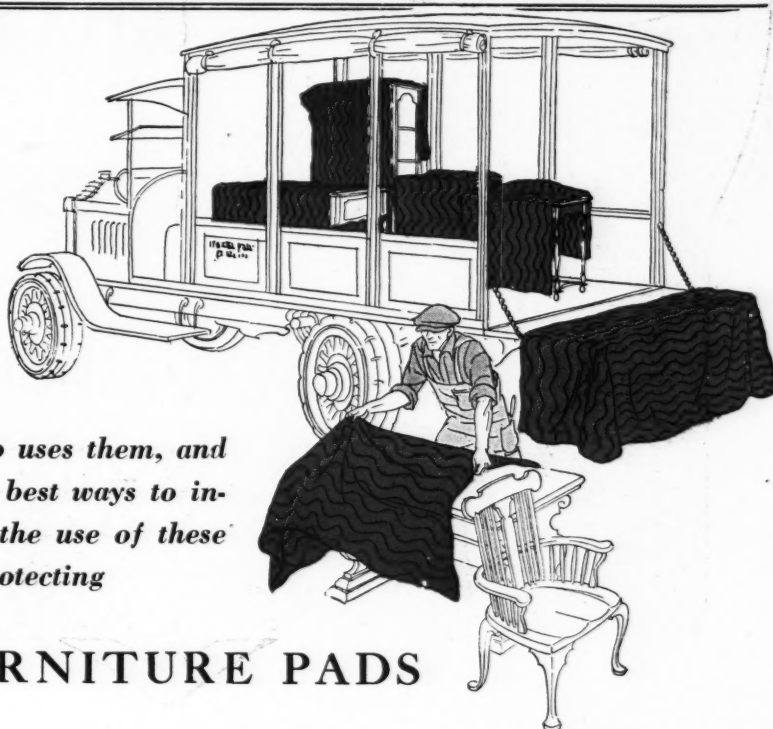
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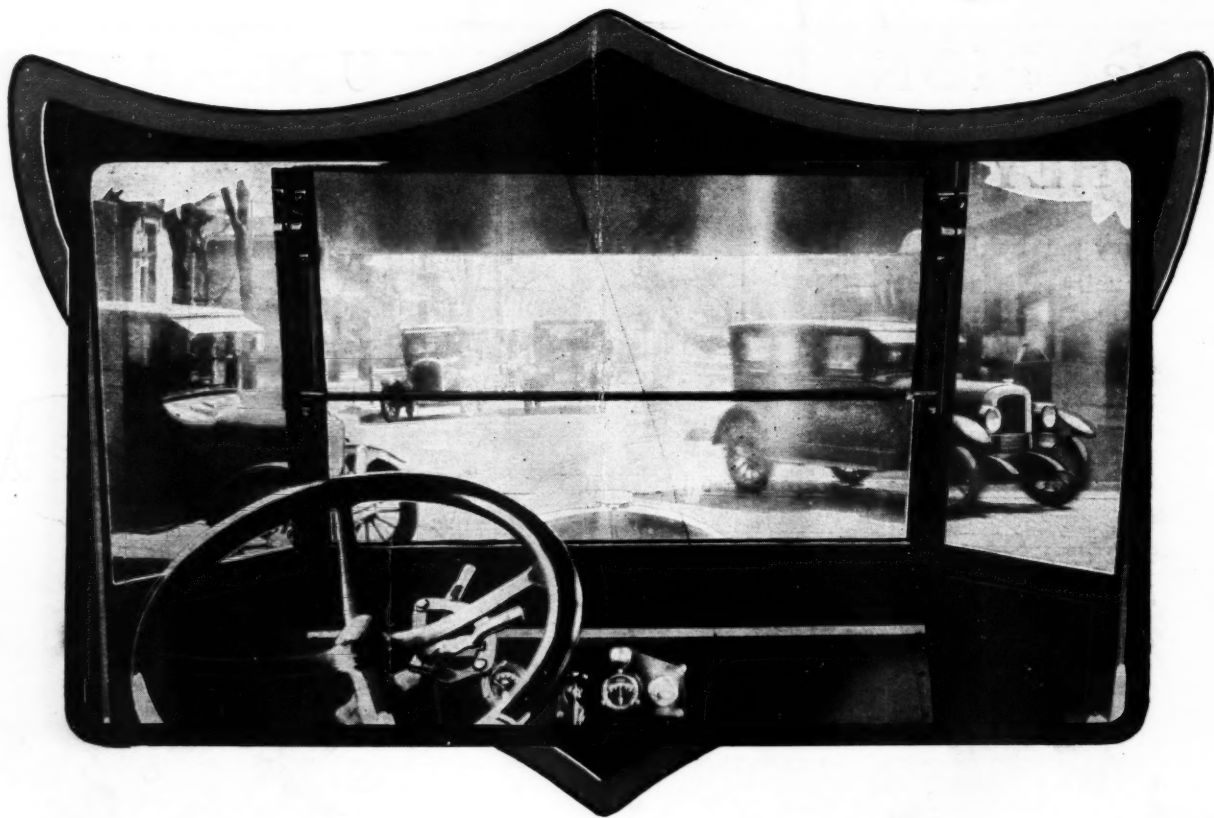
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